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# BILLBOARD MUSIC WEEK

Music-Phonograph Merchandising • Radio-TV Programming • Coin Machine Operating

## Seeburg Spikes Rumors on European Production Base

By OMER ANDERSON

COLOGNE—Seeburg will not establish a European production base within the foreseeable future despite the activity of other American coin machine manufacturers in this direction.

In an interview here, George L. H. Gilbert, vice-president of Seeburg International, scotched speculation that Seeburg might follow the lead of Automatic Canteen Company of America and Wurlitzer.

Both companies have established

production facilities in West Germany. Canteen acquired the Tonomat Company of Neu Isenberg, near Frankfurt, where it is assembling the AMI Wurlitzer is constructing a factory at Huellhorst, in Northern Germany, to produce the Lyric, a compact version of the Wurlitzer standard box.

### Rock-Ola Policy

The third major American company, Rock-Ola, ships mechanisms and other major components to the A. W. Adickes Nova Company in Hamburg, which assembles Rock-

Olas partly from imported and partly from domestic components.

But Gilbert voiced the strongest skepticism about the advantages of European production of juke boxes. The Seeburg export chief conceded foreign production and assembly of U. S. products might be feasible in the case of certain products, but not juke boxes.

"It is our experience that a made-in-America juke box is always superior to the foreign-built or assembled version," Gilbert said. "Where local laws require it, for in-

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## Cap to Issue Albums On New Weekly Basis

To Release Only 3 or 4 Pop LP's at Time; Permits Pushing Artists and Catalog Waxings

HOLLYWOOD — Capitol Records will start issuing LP's on a weekly basis, abandoning the traditional mass monthly album release schedule. It will switch to the weekly plan Monday (10). This means the firm will issue only three or four new pop LP's at a time as opposed to hitting the market with 30 or 40 combined album block-

buster. The plan will permit pushing artists and their catalog wares. Capitol feels the market can more readily absorb a handful of new LP's at a time. Furthermore, it feels this plan will result in focusing more dealer and consumer attention on individual releases than when these are included in a

monthly avalanche of product. With fewer LP's to handle at a time, Capitol's sales and promotional corps will be able to devote more effort to specific albums. Also, there will be fewer new releases vying for the disk jockey's attention or competing for his air time.

In addition to shooting for a higher sales volume as a result of the weekly LP release plan, Capitol has devised a means whereby it will integrate catalog selling with its new releases. Here's how the plan works:

Capitol will alternate its pop offerings between a "highlight re-

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## R.&B. Disk Jockeys in Hit-Making Role; Break Singles & Spawn Fresh Issues

By JUNE BUNBY and BOB ROLONTZ

NEW YORK — The rhythm and blues disk jockeys are becoming more and more the men who break the single record hits across the country. And this in turn helps make more and more single records being released r.&b. or rock and roll-oriented.

The payola hearings inadvertently helped make the r.&b. jock the disk industry's prime outlet for breaking out a new record today. So many broadcasters in big-city markets clamped down on the airing of new releases — in favor of sales-tested "Top 40" formats — in many areas the r.&b. spinner

has emerged as the only jockey left who is willing and/or able to give new wax a big play. He can play what he wants, introduce new records without a board meeting and spin records by new artists without worrying about violating a "Top 40-only" edict.

Naturally enough, record firm and distribution promotion men either have or are discovering the importance of the r.&b. jock in exposing new records and artists. The old-line rock and roll firms, from the Chess's to the Atlantic's, have known the value of the r.&b. jocks for years. But now the larger firms are picking up the idea.

Although many of the r.&b. jocks are on small stations, their importance in getting a single record started is far beyond their wattage. First of all, they have a strong kid audience. Secondly, they really promote records. And their exposure of records helps to force the pop jocks to follow them and spin the same disks to hold their ratings.

There has been strong rumor in the trade for a long time that some r.&b. jocks were being visited by

scores of promotion men from all sizes of record companies because

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## 'CLAIR DE LUNE' IS POP STYLED

NEW YORK — Debussy's "Clair De Lune" went into P.D. in the U. S. last week (it was published in June, 1905) and a number of American labels issued pop versions of the song. One version, called "My Clair De Lune," was rewritten and handed a lyric by Jerry Leiber and Mike Stoller. This was recorded by Steve Lawrence for United Artists and George Feyer for Cadence. Another version, cut a long time ago but just released, featured the Silhouettes on the XYZ label. This version, adapted by Slay and Crewe, is called "Magic Moon." The fourth recording is a forthcoming version cut by the Travelers on Decca under the title "White Rose."

## SPECIAL ARMADA PANEL AIRS 'DETROIT SITUATION'

HOLLYWOOD, Fla.—The plight of the distributor and dealer in today's record business was highlighted during the ARMADA convention by a panel discussion of what was termed the "Detroit situation." The panel was organized as a result of great interest aroused among the entire membership by publication of stories in BMW telling of moves whereby Detroit distributors sought to strengthen the retail sales level by giving dealers a 10 per cent price cut. Two other panels were canceled in order to set aside sufficient time.

Prime movers of the Detroit cut were distributors Johnny Kaplan and Henry Droz, who pointed out the action was necessary for survival in an area afflicted with a shrinkage of retail accounts. To a hushed audience, Kaplan read a statement explaining his point of view. Kaplan noted that much misunderstanding existed as to his company's decision. He said in part:

"I will try to clarify the 'Detroit situation' as BMW recently referred to it. Michigan is undoubtedly the strongest rack area in the country. From a structure of approximately 450 outlets three or four years ago I, as a distributor, am down to about 200, and at the present trend may have 50 a year from now. From a sales staff of eight men who gave my distributors and suppliers excellent catalog coverage, I am down to five struggling salesmen. In order to keep these five satisfied, I have had to subsidize them by turning over one-stops, some

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## THANK YOU FOR REMINDING ME

HOLLYWOOD, Fla. — Big yock of the ARMADA convention program came near its end when Art Talmadge, re-elected president, was making his thank-yous and mentioned that his election in 1960 was lucky in that he had just joined United Artists and both ARMADA and UA Records showed considerable growth during the past year. Bobby Shad, president of Time, broke up the meeting when he hollered: "Art, you've been even luckier. You forgot that Irv (Green, president of Mercury Records) sold the firm to Philips last week and we got stock!"

Coincidentally, other stockholders in Mercury are: Morry Price, Arnold Dist., Chicago; Hank Saves, Minneapolis nitery operator; Hank Fine, executive with Mercury's Richmond pressing plant; Ray Sher, prominent Chicago realtor, and Irvin Steinberg, Kenny Myers, Wilma Cozart, and Lucille Press, all with Mercury.

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## RCA ROUNDS UP RIGHTS TO 'RIDE'

NEW YORK—RCA Victor has landed the original-cast rights to the forthcoming Broadway musical "Let It Ride." The show will star George Gobel and Sam Levine and the musical score is being penned by Jay Livingston and Ray Evans. "Let It Ride" is based on the Broadway comedy hit, "Three Men on a Horse." It will open in New York October 6, after an out-of-town run in Philadelphia. Deal for the cast set was negotiated by Bob Yorke and Joe Linhart of Victor with Joel Spector, producer of the show.

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# Rosark One-Stop to Be Chief Supplier To New S. Calif. Record Dealer Co-Op

By LEE ZHITO

HOLLYWOOD—The Southern California Record Dealers, this area's recently formed buying combine, last week concluded arrangements with the Rosark one-stop whereby the latter will act as the dealer co-op's chief source of supply. Harry Martin of Culver City's Martin Music, president of SCRD, told BMW that as a result of this arrangement, the dealer association's members will be pooling their buying power, and thereby reap the benefits of volume benefits of volume purchasing.

SCRD's deal was made with Gordon S. Wolf, head of Rosark. Wolf also runs Sunland Music, but operates the one-stop as a separate entity from his disk distributing firm. The veteran record distributor opened his one-stop firm several months ago, following Sunland's loss of the MGM Records line which it handled for the past 11 years. (MGM moved to Al Sherman's Record Sales, the Verve distributor, after MGM purchased the Verve label).

SCRD is comprised of some 30 dealers in this area, including a healthy representation of key merchants as well as smaller outlets. Concurrent with the Rosark deal, SCRD will launch an all-out membership drive throughout the Southern California area. The campaign for joiners will blanket some 250 dealers in the area from the Mexican border to San Luis Obispo in the North, and from the Arizona border to the ocean.

## More the Better

Central theme of the membership pitch is that the more merchants who participate in the buying combine, the greater the benefits for all. In addition to the potential price breaks resulting from the volume buying, dealers will be saved time and handling by obtaining product from a central source rather than a multiple number of distributors.

Both SCRD's Martin and Ro-

sark's Wolf were quick to stress that participation in the buying pool does not prohibit a dealer from doing business directly with distributors whenever he so desires. Participants remain free to deal with any distributors as before, should they feel that they can enjoy a better price break in doing so, or for any other reason.

The actual amount participants will save will be determined at the time when SCRD's membership drive is concluded. The general feeling is that the larger the buying pool, the greater the discounts for each participant. SCRD started placing its orders with Rosark immediately after the co-op concluded its arrangement with the one-stop. Several dealers contacted by BMW in an effort to determine the extent of the discount remained closed-mouth on the subject. One said: "If it's even just as good a price as we can get direct from the distributor now, we're already ahead of the game, because we're building up a buying volume to where a little dealer like

myself no longer will be footballed as before. I'll be able to get just as fair a shake as some of the top dealers in town."

## Another Inroad

This development marks still another inroad into the distributors' sphere of operations. Distributors here first lost some of the smaller dealers to one-stops, but considered this a blessing since these dealers ordered in such small quantities, the distributors welcomed the one-stops taking them off their hands. Later, the one-stops moved in in force, taking over the record sections of major department stores, thereby cutting deeply into the distributors' operations. Several of the top-volume syndicated stores were taken over by rack jobbers, again chopping off prime outlets previously serviced by the distributors. Now, a one-stop has brought under its wing at least 30 dealers in this area and is shooting for a still larger block of retailers which it intends to cover, thereby further shrinking the distributors' realm.

## SPECIAL ARMADA PANEL AIRS 'DETROIT SITUATION'

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rack jobbers and key house accounts to supplement their earnings.

"This picture has been getting progressively worse. Recently, one of our major music chains (Grinnell's) of 30 stores was also ready to make a move from distributors to rack-type operation. In discussing this possible move with management of the chain, I determined that there were two major reasons for this contemplated move. The chain constantly lost money in the record departments due to the unstable inventory and cost of merchandise at a figure too high to make them competitive and still show a profit.

"In analyzing this situation, I determined that somehow I must help my dealers or see them fold up—and myself as a distributor go with them. I need a healthy representation to move and expose the thousands of catalog items we carry for our suppliers. Our suppliers do not need me to sell the hit packages to the racks.

"I felt that at this stage, I either help the dealer stay healthy and remain in business or there would be no room for me as a distributor. The only alternative for me is to go into the rack business, which some of you have done in one form or another.

"I may not have the final solution, but if I can solve this problem by giving my dealers 10 per cent discount the year-round, I am willing to give up part of my profit now to save a business that has been so good to me for 15 years.

"Although this wave may be too difficult or too late to stop, I feel that I must do everything I can to fight this trend rather than throw in the towel."

Henry Droz, Arc Dist., added that he was trying to stay in business in Detroit. He said: "I favor racks as sub-distributors as long as their function is directed to supermarkets, etc., but when a sub-distributor contacts dealers—the heart—and converts them to rack-type operations, they are doing the industry an injustice."

Some ask why we are losing accounts... It is because sub-distributors, based on the present price structure, sell to out accounts at a \$2.47 price. The sales argument is price." He added that he had analyzed the cost of a \$3.98 LP and concluded that just as this price is fictitious to the consumer, the \$2.47 price to the dealer is fictitious, and the \$1.89 cost to the distributor is fictitious. Our cost is between \$1.50 and \$1.70. If this is my cost, I can profitably sell at \$2.25 dealer cost. Our chief motive now is to stay in business and keep catalog accounts. The steps we took are not a final solution, and they should have been taken by the manufacturers; but you cannot wait... and this step halted a trend."

Addressing himself to Kaplan and Droz, Harry Schwartz, of Schwartz Bros., Washington, emphasized the necessity of making a profit. Regarding the loss of accounts, he said he had the same problem. "But a man has to make a profit to cover his overhead, and if I give 10 per cent, there is no profit. Schwartz stated that customers called him when they read of the Detroit situation in BMW. But he explained to his accounts that "I make you liquid every 10 days... my salesmen merchandise your place... and what I carry you will need five distributors to get... and you depend upon me for other services."

Jimmy Martin, James H. Martin Dist., Chicago, added: "It is a tough situation. I think Johnny is doing this for 60 to 90 days and it will solve his problem and he'll be back in the fold. Sometimes you must bend with the wind; and if I have to bend, I'll bend, not break... sometimes you must lose more money, forego a profit in order to remove the cancer... Johnny is trying to save his business and I don't blame him... I'd do the same. But I don't say go national... it is an individual thing."

Martin commended the courage of Kaplan and Droz.

# Goldstate Distributing Streamlines Its Sales

HOLLYWOOD, Fla.—A possible portent of the future, from the distribution standpoint, is being watched closely in this area, as Goldstate Distributing here goes into its second month of record peddling through the State of Florida. Formed by Merv Lieber, veteran distributor chief of Pan-American Distributor, who split with partner Barry Taran to open up Goldstate, it presents a streamlined automated format in contrast to conventional distributors.

Goldstate's biggest departure from the norm is the complete absence of any outside sales force, except for Lieber. Subbing for the normal two salesmen who usually service outside accounts for a Florida distributor is a twice-weekly mailing piece to every account in the State and daily personal or phone calls to the State's one-stops and rack jobbers.

## House Accounts

Lieber explains his dropping of salesmen in noting that for the past three years more business continually went to house accounts, such as the State's three burgeoning one-stop firms, L&F, Miami; Phono Records, Jacksonville, and Budisco, with three outlets across the 900-mile-long State. Since 1957, rack

jobbing has taken a greater slice of the total gross pie in this area.

Because today seven accounts represent over 70 per cent of the normal run on a hit single in Florida, Lieber decided that Goldstate would open as a singles house. Lieber pointed out that 95 per cent of the early ordering on a prospective hit came from these seven accounts primarily. As the hit approached a peak through Florida, the seven accounts wrote from 50 to 70 per cent of the State's total, with mail order from operators and dealers representing the remainder for him. In comparing his hit singles sales totals at Goldstate with those he ran up at Pan-American, Lieber states he is satisfied that he is getting full potential with his three-man distributorship.

In addition to himself, doubling between outside calls to major accounts and working inside, he has a full-time inside man doubling packing, inventorying and bookkeeping. His third employee is a full-time promotional man, handling the direct mail program and making major stations in the area on a twice-per-month basis. In addition, the deejay-promotion man makes every station in the State four times per year, according to Goldstate's planning.

Lieber has not closed the door on album goods, but he is currently holding off before taking on heavy package goods responsibility.

# Harry Kruze, 58, Record Trade Vet, Dies in Retirement

NEW YORK — Harry Kruze, veteran disk man, died here last Monday (26) in Harkness Pavilion. Kruze, who was 58, died in the hospital after a long illness. He had retired from his post of executive vice-president of London Records March 31, 1960.

Kruze was born in Cincinnati and started his business career there in 1927 with the Brunswick-Balke-Collender Company. The following year, he was transferred to the company's Vocalion Division in Chicago, as sales manager. When this wing of the firm was bought out by Warner Bros., Kruze moved with the operation to New York. He later became associated for a time with American Records in New York.

Following this, Kruze was associated with Columbia Records, in charge of the firm's Royal Blue label. In 1934, he became a charter member of the newly formed, British-owned Decca Records. (Continued on page 18)

# ERTEGUN VOTED NARAS-N. Y. PRES.

NEW YORK—Nesuhi Ertugun, vice-president of Atlantic Records, jazz lecturer and scholar, was elected president of the New York Chapter of NARAS at the recent meeting of the organization's board of governors. Alan Kayes was elected to the post of vice-president, Henri Rene as recording secretary, and Billy Taylor as treasurer. John Stevenson was re-elected executive vice-president.

Four new members were elected by the board. They included Cannonball Adderly, Is Horowitz, Mickey Kapp and Gunther Schuller. Continuing in their capacities are George Simon as executive director, Lillian Tookman as executive secretary and Jablow and Geller as legal counsel.

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# Five New Members Join NARM Group

NEW YORK — Five new members have joined the National Association of Record Merchandisers (NARM). They are Milton Israeloff, of Beacon Record Distributors in Providence, R. I.; Mack Fein, of Platters, Inc., Binghamton, N. Y.; and Cecil Steen, of Recordwagons, Inc., Boston.

All are regular (rack jobber) members. Associate members are Jubilee Records and Laurie Records.

# ARMADA STUDY OF SALES DUE

HOLLYWOOD, Fla.—ARMADA President Art Talmadge will appoint a committee of manufacturers and distributors to explore methods of aiding the disk business at the retail-distributor levels. The decision grew out of a suggestion by Fletcher Smith of Stereodiscities that a sales training program be implemented for retail stores and distributors salesmen. Smith noted that the disk business often requires a cultural approach, and demands knowledgeable services at that level. True salesmanship, he said, has been tossed out the window. The Smith suggestion drew favorable reaction from the floor, as did the allied suggestion that the possibility of a national promotional campaign be explored.



## FIFTY DISTRIBS INK LETTER TO FTC ON PRICING

HOLLYWOOD, Fla. — An estimated 50 distributors attending the ARMADA Convention here last week signed letters addressed to the Federal Trade Commission asking that the agency investigate unfair trade practices in the record business.

The move was spearheaded by Joe Sinsheimer, vice-president of Allen Dist., Richmond, Va. The letter, sent to Albert Seidman of the FTC, was drawn up by Sinsheimer as follows:

"I most urgently request the Federal Trade Commission to investigate the unfair trade practices that exist in the phonograph record industry. I am most concerned with the price preferences that are extended to rack jobbers by manufacturers and distributors. These same practices and price preferences are not offered to the retailers. This is discriminatory pricing practice and should be terminated.

"I would like to state that our company and the retail outlets have incurred considerable loss in sales of phonograph records to the record clubs because of the competitive advantage the record clubs have, since they are the manufacturer and, in this instance, the retailer.

"In conclusion, I would be happy to co-operate with you in every way to correct the above malpractice."

Sinsheimer stated that distributors throughout the South and one in New York signed the letter. The areas covered by these distributors include Texas, Louisiana, Mississippi, Alabama, Georgia, North and South Carolina, Virginia and West Virginia, Tennessee and New York.

In explaining his views, Sinsheimer stated he felt strongly that the manufacturer should have one price to the distributor; the distributor should have one price to the dealer; and no preferential pricing to one-stops and rack jobbers.

## ARMADA Keeps Same Officers & Executive Group

HOLLYWOOD, Fla. — All ARMADA officers were re-elected at the organization's annual convention here last week. Art Talmadge continues as president; Bob Chatton, vice-president; Nelson Verbit, secretary, and Harry Schwartz, treasurer; Jordan I. Ross, executive secretary, and Norm Weiser, public relations.

At the same time, Sam Phillips and Milt Salstone resigned as regional vice-presidents. Al Bennett and William Shockett will continue as regional vice-presidents. The executive committee also remains the same with Eart Abner Jr., chairman; Harry Apostoleris, Amos Heilicher, and Ahmet Ertegun. However, this committee will be augmented with additional members at the next board meet.

## Roulette Signs Little Anthony & Imperials

NEW YORK—Roulette Records has signed Little Anthony and the Imperials to an exclusive contract. The act formerly recorded for Gons Records.

The boys' first Roulette single, which will be released this week, is tagged "That Little Ole Wine-maker—Me," a take-off on a current TV wine commercial.

# Mature Mood Marks ARMADA

HOLLYWOOD, Fla. — Some 400 representatives of more than 200 record manufacturers and distributors were in general agreement that the third annual ARMADA convention, held here last week, mirrored the present maturity of what used to be called "the swinging indies." The gathering was marked by dignity and a desire to examine problems besetting the manufacturer - distributor - dealer levels of the business. All panels were well attended, and in some instances they were allowed to run beyond their allotted time because of the provocative nature of the discussions.

Although a sense of urgency and seriousness pervaded the convention and was noticeable in the panel discussions, some members

could not forego a few light-hearted quips which nevertheless mirrored the present slow pace of record sales. To the query, "How's business?" one distributor answered: "If it was any good would I be here? My office staffs knows how to make exchanges without me."

Another briefly yet adequately assessed his situation by pointing out that he was "on hold" with the trucking companies. One member remarked about the fine attendance, "They wanna know what's wrong," he was told.

"Pity the poor Florida distributor," a softie remarked. "All his manufacturers have converged upon him and they want to know what's with the air play."

Levity, however, was the excep-

tion. All symposiums generated much discussion (see separate stories) and included analysis of problems affecting manufacturers, distributors and dealers. The shrinkage of retail outlets, price cuts to combat rack-type operations, transshipping, disk jockey promotion and inventory control were only some of the subjects discussed.

ARMADA President Art Talmadge stated that several committees would be appointed. One will explore the feasibility of a sales training program (see separate story). Another will investigate the possible effect of tape machines on the record market.

Talmadge also stated he would invite all manufacturers — including the majors — to join ARMADA

and participate in an attempt to strengthen the dealer structure. Talmadge intends to implement a crash membership drive, so as to bring the manufacturer segment of ARMADA to a strength comparable to the distributor segment.

### Many Displays

The convention, ARMADA's third annual, included many displays by suppliers—including custom services, studios, etc. This, plus the many sales meetings and the panel discussions, gave a broad industry aspects to the convention atmosphere.

ARMADA's drive against bootlegging and counterfeiting was outlined by Sigmund H. Steinberg, legal counsel. He envisioned no diminution in this effort.

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## Problem of Transshipping

Moderator: Sigmund Steinberg, ARMADA legal counsel. Panel members: Ewart Abner Jr., Vee Jay Records; Bernie Lowe, Cameo Records; Bill Shockett; Marnel Dist., New York; James Martin Dist., Chicago; Al Bennett, Liberty Records; Amos Heilicher, Soma Records.

Schockett blamed unreasonable allocations of goods and quota contests and salesmen's spiffs for transshipping... Heilicher blamed one-stops, "a real cancer." He encouraged manufacturers to code their product and police its distribution because such co-operation caused distributors to work with such a maker against transshipping: "Five per cent of the distributors don't transship." ... Martin blamed manufacturers entirely for transshipping as did Harry Schwartz, Schwartz Bros., Baltimore, from the floor. Both said their territories are much smaller in number of accounts and that they are keeping more accounts on hold because of delinquency. They cannot operate on the smaller margin that comes with transshipping. "Manufacturers are putting out too much junk."

Bennett and Abner both said that every item they put out, they feel, has hit potential or they would not release the record... "Distributors represent more strength in this fight to stamp out transshipping," Abner said. In answering several remarks from distributors attacking manufacturers who attended recent National Association of Rack Merchandisers' convention, Bennett said rackers do 25 per cent of record business. Rackers, he said, prefer to buy from distributors in their own areas... Cut down freebie record percentages to smaller area distributors. Allocate free goods on BPI basis. "Manufacturers can easily check as to who is guilty of transshipping," Marvin McDermott, MS Dist., Chicago, claimed. "When a distributor suddenly jumps his volume three times his normal volume, you know he's transshipping. If Bob Hausfater sells 12 per cent of the national sales, there isn't a manufacturer here who doesn't know what he's doing." (Check of ARMADA membership indicated that McDermott referred to Allied Record Sales, Caseyville, Ill., point where Hausfater reportedly is making nationwide shipments of records... Archie Bleyer, Cadence Records, urged that ARMADA legal counsel investigate transshipping problem more thoroughly.

## Inventory Control

Moderator: Nelson Verbit, Marnel, Philadelphia and Baltimore. Panel members: Jim Schwartz, Schwartz Bros., Baltimore; Randy Wood, Vee Jay Records; Henry Droz, Arc Dist., and John Kaplan, Jay-Kay Dist., both of Detroit.

Unanimous agreement that inventory control is a must... At present time, distributors are favoring hand tabulation over automation because machine cost is too high, but office equipment salesmen to predict lower prices enabling distributors to automate within five years... Inventory control must be practiced by distributor salesmen when he visits accounts and before selling dealer. Provides proof of turnover enabling salesmen to sell more goods logically.

Droz explained simple 8 by 11 glassine-covered white sheet, numbered from 1 to 250 in columns on each side, with which salesmen can take inventory with grease pencil of each account and then simply wipe off plastic sheet for next store count... Kaplan explained folder of invoices for last six-month period for each dealer whom salesman handles, which should be carried in salesman's car, enabling salesman to hurriedly go over past purchases on each visit to account... Wood noted heavy counter traffic in Southern California throws off accurate inventory control. Droz countered that if pickup is that heavy, salesman is not doing proper job of selling accounts in their stores.

Guaranteed merchandise and exchange privileges were debated. Droz gives 50 per cent exchange; i.e., if dealer buys two of an album, he can return one, etc. He dislikes 100 per cent guarantee and exchange. Kaplan felt guarantee provides greater exposure, but guarantee is abused generally... Jimmy Martin, James H. Martin, Chicago, averred that record company field men, "90 per cent of whom don't know their business, could, but do not help proper inventory control between manufacturer and distributor... Floor comment indicated that distributors are generally disgruntled over manufacturers' slow processing of Return Authorizations... Pointed out from floor that distributors are equally guilty in waiting to request RA only when they find line is slowing up and then manufacturer, who after 90 days feels goods have moved out of his outlet, is shook up by a stream of RA's for what he considered sold product.

## DJ Promos

Moderator: Harry Apostoleris, Alpha, New York. Panel members: H. W. (Pappy) Daily, H. W. Daily Associates, Houston; George Goldner, Gone-End-Goldie Records, New York; Sid Pastner, Strand Records, New York; Bob Schwartz, Laurie Records, New York; Eddie Mathews, United Artists, New York.

Much excitement at this session was generated over the problem of the difficulty of securing station exposure. George Goldner urged that manufacturers and distributors, instead of fighting each other, would be wiser to get together and develop stations in opposition to those outlets which give short shrift to contact men. "We make the product, we give it to them, we say thank you... and walk out. 'Let's be recognized for our product... let's not be subservient...' In New York we have been told we do not want you in our stations... That's wrong... We should never be put out of a station."

Goldie Goldmark, from the floor, yelled "Hear, Hear!"... Eddie Mathews claimed the stations would do their own program development rather than listen to contact men... the public sets the taste anyway, he added. Bob Schwartz agreed with Goldner on the moral wrong implicit in an attitude of subservience. He called for a radio relations job to improve the climate.

All generally agreed that local and national contact men are important, and Pappy Daily noted that manufacturers' contact reps were a help to a distributor's efforts. Surprisingly, members of the panel generally agreed that the FCC investigation did not make record promotion more difficult. Daily and Goldner averred that in some areas payola is out... Mathews said there was not much different as to the difficulty of promotion, but that the methods of promotion had changed. Schwartz, however, averred the FCC did make promotion more difficult; that it had led to the committee system. This means a record must be sold to a group rather than an individual.

Goldie Goldmark, from the floor, warned that the development of cheap tape players could destroy the disk business and all its segments, including manufacturer, distributor, publisher, writer, etc. Teen buyers of disks could all become bootleggers, taping disks off the air, he cautioned. He urged an examination of the problem, with a view toward protective legislation.

Panel discussed the possibility of a curtailment of releases, in view of fact that there is not enough exposure time. Daily felt curtailment was impossible. Mathews noted there were different tastes in different areas, so that a big release schedule was feasible... It was also noted that most manufacturers released disks with the hope of making hits; that they did not release for mere quantitative reasons.

## Mfr.-Distrib Communications

Moderator: Amos Heilicher, Heilicher Bros., Minneapolis. Panel members: Jerry Blaine, Cosnat Dist., New York; Sam Phillips, Sun Records, Memphis; Andy Miehle, United Artists Records.

Phone calls are being overdone, too costly, too numerous. Manufacturers and distributors equally guilty of making phone calls with no real purpose for the call. Blaine said his managers of Cosnat branches waste three-quarters of the work day many times with calls. Charley Gray, Midwest district chief, Cosnat, said he worked out average, showing 14 calls per day to distributor chief. Distributors too often try to hype manufacturer with sale of 100 records, trying to say they are breaking hit... Use the mail more often. Put your report or message into writing.

Instead of so many calls to manufacturers, Blaine suggested better supervision of their own areas... Miele suggested mailings to salesmen every two weeks and cut down size of sales wrap-up packages. Too much trivia in such wrap-ups... Distributors urged to go over all mailings with salesmen in weekly mailings to be certain they know what is happening... Distributors accused generally of lacking creativity in their mailings to their accounts... Split reaction on whether individual LP's should be given or sent to salesmen... Blaine emphasized the need for better communication between distributor, his salesman and factory because "we independent manufacturers can never hope to get enough money to do consumer merchandising and advertising..." More promotional material for stores is needed and "salesmen should carry it in their cars."



## TRADE PLEASED BY ABNER VAULT TO VEE JAY PRES.

Most surprised person at the ARMADA convention was Ewart G. Abner Jr., who was elevated from general manager of VeeJay Records to the presidency of the firm by Jimmy Bracken, who ousted himself from the president's chair with the announcement to his distributors at their meeting during the conclave.

But the Chicago-based label's distributors and the entire trade weren't as surprised as Abner, who has been the kingpin of the entire operation for a long time. Ever since he was discharged from service in April 1943, Abner's successive rises haven't surprised people who knew him. While working in a boiler factory nights, Abner put in eight full semesters at DePaul University, Chicago, after his muster-out, earning a full degree in accounting and two years in law. Unable to land any kind of accounting job upon his graduation in 1946, Abner went to the Urban League employment bureau, who told him of a bookkeeper's post with American Record Distributors, the distributing branch of Armour Plastics, a Windy City pressing and plating plant.

### Sheridan Move

Art Sheridan, AP chief and still one of Ab's closest buddies, decided in 1948 to launch his own label, Chance records. This venture, in retrospect, was one of the turning-point diskeries in the swing from r&b to rock and roll. Such luminaries as the Spaniels, the Flamingoes, the Moonglows and others started with Chance. Due to a distributing change trend in 1953, Sheridan and Abner decided to curtail the label's activity in the latter part of that year.

In 1950, Abner, as part of his work with Armour Plastics, had met Bracken and his wife, Vivian Carter, disk jockey at WGRY, Gary. They were planning to debut a record label and also a publishing firm. When Abner finished setting them up as a corporation, Bracken volunteered that if Abner left Sheridan, Bracken would have an opening. On Christmas Eve, 1953, Abner called Bracken regarding his comment of three years previous and Bracken took him up on it, making him general manager.

The combination of Abner-Bracken-Carters (plural because Calvin Carter, who was made a vice-president in charge of a&r two weeks ago, is Vivian's brother and an original member of the Spaniels) has been a big success. The firm has been among the top-30 grossers for three years running in the record industry. In 1954, the first year Abner helmed the firms business, the firm grossed \$218,000. "You'll Have To Go" by Jimmy Reed was the top seller and Conrad Music, first publishing affiliate, had "Goodnight, Sweetheart, Goodnight," which went over the million mark. In 1958, VeeJay topped the million dollar gross for the first time when Jerry Butler's "For Your Precious Love" gave them their first million seller.

The current year will probably top \$3, million, with single hits like "Raindrops" by Dee Clark and "Every Beat of My Heart" by the Pips in the Top Ten currently on the BMW Hot 100 and Eddie Harris, now LP instrumental star riding in 42d spot among the 150 Best Selling Mono LP's.

## ARMADA HEARS INSURANCE PLAN

HOLLYWOOD, Fla. — A representative of the Philadelphia Life Insurance Company made a detailed presentation to ARMADA members of the organization's new Group Life Insurance program here last week during the ARMADA convention.

The members were also advised that the plan's "open enrollment period" — originally scheduled to end June 28 — has been extended so that they may enroll enough people to take advantage of the firm's special rate discounts. During the "open enrollment period" all ARMADA members applying will be insured regardless of age or medical background.

## Columbia Dumps National Meet, Will Hold 4 Regionals Instead

NEW YORK — Columbia Records will not hold a single national convention this July, as in other years past, but instead will have four regional conventions during the week of July 10. The reason for shifting to regional conventions rather than one large one, according to Columbia sales chief Bill Gallagher, is to get a chance to talk more, and listen more, to the distributors and distributors' salesmen themselves. Gallagher calls this year's regional meets a "grass-roots" convention, and says that Columbia is interested in getting the thinking from the field.

The four regional conventions will be held in Atlantic City; French Lick, Ind.; New Orleans, and La Hoya, Calif. The first two

meets will be held July 10-11, the second pair, July 12-13.

The first day of the two-day meet will be devoted to new product, most of it shown on a film that is now being put together. The second day will consist of seminars, which will cover a&r, merchandising, etc. Executives from each department of Columbia, sales, a&r, creative services, will be present at the different meets. Goddard Lieberman, Columbia president, will attend the Atlantic City and La Hoya meetings. Executives Norman Adler, Bill Gallagher, Debbie Ishlon, Jack Loetz, Ken Clancy and all the others will be at two of the four meets.

## German Ops' Hassle With Music Society Stalemated

By OMER ANDERSON

FRANKFURT — West Germany's Central Organization of Coin Machine Operators officially has declared its negotiations with GEMA, the German ASCAP group, to be deadlocked.

This step clears the way for the handover of the ZOA-GEMA royalty payments dispute to an arbitration board.

ZOA's stand has stiffened in the wake of word from the United States that the American Federation of Musicians is moving to support ASCAP in its campaign against American juke box operators. GEMA and ASCAP are co-ordinating their campaigns against the operators in the two countries. Entry of the AFM into the performance collections issue signifies, at least for the ZOA,

that this issue is to be contested on an international front.

### Interim Agreement

ZOA canceled its agreement with the GEMA last December. Since then, relations between the two organizations have been regulated by an interim agreement. This provides that negotiations are to be undertaken for a new payment pact, with either side privileged to break off the negotiations at will.

When this is done, the dispute then goes to an arbitration court, under the interim agreement. This court or board has three members, one appointed by ZOA, one by GEMA and the third member, who serves as chairman, by ZOA and GEMA jointly. The arbitration panel's decision is binding.

German operators will take their chances with the arbitration panel, convinced that they have nothing to gain in direct talks with GEMA. Long-range, however, the German operators are saying that there must be transatlantic co-operation on the part of U. S. and German operators in resisting GEMA-ASCAP royalty demands.

It is hardly comprehensible to the Germans that U. S. operators have escaped relatively unscathed so far. But no German operator would place bets on continuation of what is wistfully regarded here as the U. S. juke box "paradise."

### Severe Testing

However, there is little envy on the part of German operators. Reports here from the U. S. paint the

(Continued on page 43)

## Maitland Quits Presidency of Cap Distrib Co.

HOLLYWOOD — John K. (Mike) Maitland last week resigned as president of Capitol Records Distributing Corporation "over differences of opinion on company policy." The post will be re-assumed by Glenn Wallichs, Capitol Records president, and CRDC board chairman. Maitland has been with Capitol for 14 years.

Maitland will stay at CRDC until Stan Gortikov, the firm's recently appointed general manager, has an opportunity to absorb and reassign the various responsibilities held by CRDC's former chief executive. Gortikov, who will now be the operational head of CRDC brass and CRI Vice-Presidents Lloyd Dunn and Alan Livingston, and will be away from his headquarters for several weeks.

Maitland told BMW he will disclose his future plans at a later date. He said he would prefer to remain in the record industry, and said he was at this time considering several prospective affiliations within the disk realm as well as some offers outside of the field.

Maitland joined Capitol in 1946 as a salesman at its Detroit branch. In 1949, he became the firm's Cincinnati branch manager. Two years later, he returned to Detroit as

(Continued on page 18)

## More Stations Riding 'Sing-Along' Trend

By JUNE BUNDY

NEW YORK — The Mitch Miller-inspired "Sing Along" programming trend has been adopted by still more stations, including a couple of Canadian outlets. Both CHUB, Nanaimo-Vancouver, and CFWH, Whitehorse, Yukon, are currently on a "Sing-Along" kick.

In April, 1961, Station CHUB, notes CHUB's national sales director, Sheila Hassell, the transition was easy, since CHUB has maintained a "Hum, Sing, Whistle" musical format for the past nine years.

As is the case with most U. S. "Sing Along" stations, CHUB ties its advertisers in closely with "Sing Along" promotions. Special display cards in downtown stores invite shoppers to "Sing-Along" and buy CHUB-advertised products. Folger's Coffee, which now sponsors "Sing Along With Folgers" daily on CHUB, was the first national advertiser to join the community sing set-up.

Mobile road show programs are broadcast by CHUB six days per week with scheduled stops at supermarkets and service stations for

"Shoppers' Sing Alongs." Special CHUB "Sing Along" song sheets (featuring lyrics to 54 oldies are distributed free during the stops. "Sing Along" sessions are also staged by CHUB at department stores, club events, picnics, ferry terminals, and shopping centers, while outdoor highway signs invite motorists to tune in CHUB and "Sing Along."

Station CFWH also adopted its "Sing Along" format this spring. "I found that whenever I turned on

(Continued on page 10)

## LATE POP SPOTLIGHTS

### DUANE EDDY



DRIVIN' HOME (Linduane, BMI) (2:24) — TAMMY (Northern, ASCAP) (2:02) — Two fine efforts from Duane Eddy that look headed for the top of the charts. Top side is an infectious blues that features horn and piano in addition to guitar. "Tammy" is performed tenderly and with warmth. Jamie 1195

### FREDDIE CANNON



WALK TO THE MOON (Conley, ASCAP) (2:57) — TRANSISTOR SISTER (Claridge, ASCAP) (2:25) — Fred die Cannon, who improves with each outing, handles these two bright sides in engaging style. Top side, a catchy blues ballad, is sung with style, and the second, another fine novelty, receives a potent vocal, too. Arrangements are in the teen groove. Swan 4078

### WINK MARTINDALE



BLACKLAND FARMER (Peer, BMI) (1:53) — This version of the Frankie Miller tune could turn into a solid pop hit. Martindale sells it with feeling and the backing is mighty potent, too. The tune, which has the feeling of "16 Tons" is also out again on Starday with Miller, and that could go pop as well. Flip of the Martindale is "Make Him Happy" (Talisman, ASCAP) Dot 16243

### JOHNNY BURNETTE



GIRLS (Sherman-DeVorzon, BMI) (2:03) — A bright and cheery item is handed a sock reading by Johnny Burnette over a sparkling arrangement. The lyrics, all about girls, is happy, too. Could be big. Flip is "I've Got a Lot of Things to Do" (Aldon, BMI) (1:57). Liberty 55345

## Big Three Plans Tribute To Composer, McHugh

NEW YORK — Jimmy McHugh celebrates his 67th birthday next month and the Big Three Music Corporation is setting a special July tribute to the pop composer. The Big Three is preparing a special record and sales push on such McHugh evergreens as "Don't Blame Me," "You're a Sweetheart," "I Feel a Song Comin' On," "I'm in the Mood for Love" and other standards.

## Dukes of Dixieland, McRae on Columbia

NEW YORK — Columbia Records is continuing its signing of artists, with the pacting this week of the Dukes of Dixieland and Carmen McRae. A few weeks ago the firm signed thrush Anita Bryant. The Dukes were originally on Columbia's Okeh label, brought to Okeh by Danny Kessler back in the early 1950's.

Meanwhile, Columbia Records, trying to get hotter in the singles fields, has brought in Al Kasha as a new singles a&r. man at the firm. Kasha, who was once a recording artist on Warner Bros., has penned a number of hit songs over the past year. They include "I'm Coming On Back to You" and "Lonely Life." Kasha will produce the Buzz Clifford records and will work with John Hammond on the Aretha Franklin disks.

## Lee Sells Interest In Palette Records

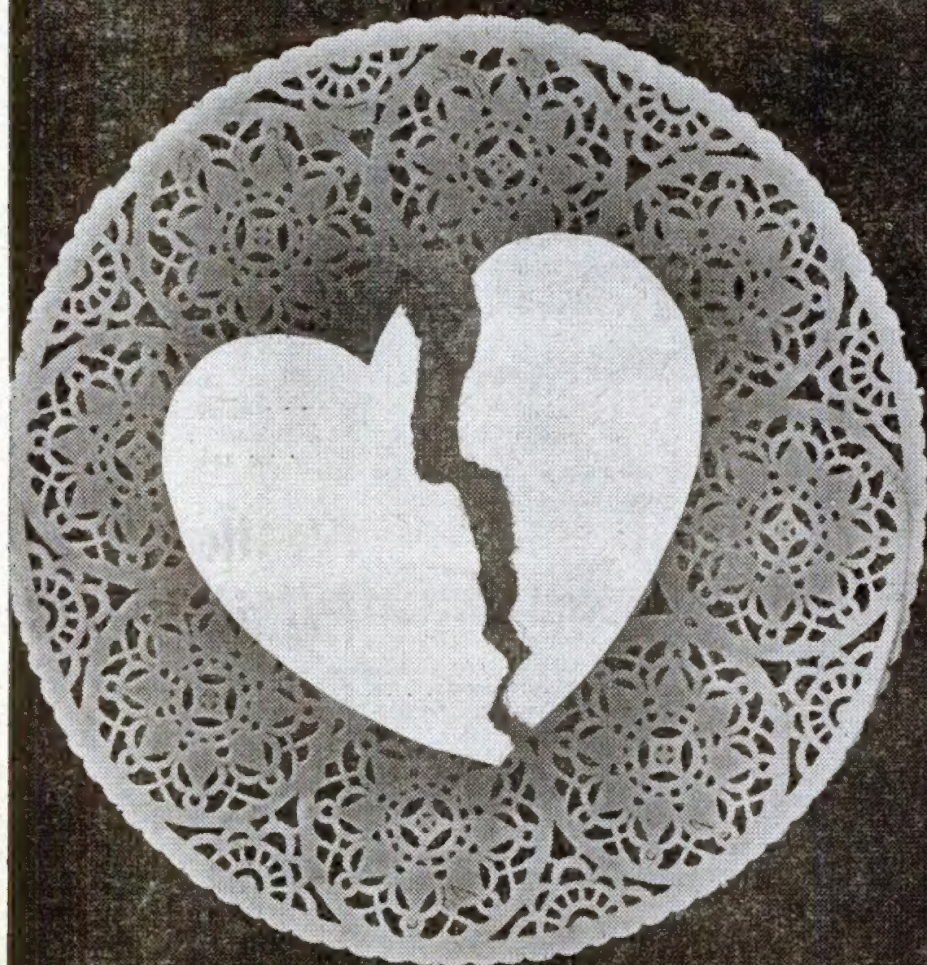
NEW YORK — George Lee, one of the founders of Palette Records here with Jacques Kluger and Felix Faecq of Amsterdam, has sold his interest in the firm. Lee, who was also a partner with Kluger and Faecq in Zodiac and Compton Music, will announce his new plans next month. Lee, formerly a singer with the Stan Kenton and Buddy Morrow Orks, formed Zodiac Music for Kluger and Faecq after many years with BMI and Bobby Mellin's music firms.

## Decca Cleared of Old Payola Charge

WASHINGTON — A payola complaint against the Decca Distributing Corporation of New York has been recommended for dismissal by a Federal Trade Commission hearing examiner.

Full commission dismissal of the charge is expected to follow the FTC attorney's findings that payola allegations against the firm were made before the September, 1960, changes in the Communications Act and are no longer applicable.





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# Record Artists Flock to Summer Stock To Star in Dramatic & Musical Shows

By JUNE BUNDY

NEW YORK—In a move to display their versatility as performers, more and more record artists are invading the summer stock field this year both in dramatic and musical shows. At the same time, musical talent in general is taking to the road this summer to appear in a variety of outdoor concert presentations.

Duo pianists Ferrante and Teicher will star in "Ferrante and Teicher Flip Their Lids" at the Corning, N. Y., summer theater, July 25-30. Phyllis McGuire will star in "Annie Get Your Gun" at the Camden Music Fair, Haddonfield, N. J., August 21-26; Jane Morgan opens at the same theater July 24 with "Gentlemen Prefer Blondes." Also booked by the Haddonfield, N. J., house is country and western warbler Jimmy Dean in "Destry Rides Again."

The Oakdale Musical Theater, Wallingford, Conn., has scheduled Shelley Berman in "Where's Charley?" July 17-22; Gisele MacKenzie in "The King and I"; Victor Borge, August 28-September 2, and the Harry Belafonte-Miriam Makeba show, September 4-10.

The North Shore Music Theater, Beverly, Mass., will present Betty Johnson in "Gentlemen Prefer Blondes," August 28-September 2. The Dukes of Dixieland played the same theater June 27-July 3.

Tony Martin and Jaye P. Morgan are playing the summer stock this year in "Guys and Dolls." They pulled a record gross last month when they opened the Carousel Theater in Framingham, Mass.

Eileen Rodgers will star in a revival of the 1946 musical, "Billion Dollar Baby," August 7 at the Dallas State Fair, and Morton Gould, who composed the show's score, will conduct for the opening performance. Betty Comden and Adolph Green are re-writing the book.

Dorothy Collins and Ron Husmann co-star in "Brigadoon" at the Dallas State Fair Musical Theater, July 10; Tommy Sands will make his legit bow in "Remains to Be Seen" at the Highland Park (Ill.) Theater, July 11.

Jimmy Darren stars in "Yum-Yum Tree" at the Gateway Playhouse, Bellport, L. I., New York, this week; Betty Madigan opens in Cole Porter's "You Never Know" at the Red Barn Theater, Northport, L. I., New York, July 5-30.

Manhattan's off-Broadway summer theater season was launched last week when Mindy Carson opened the 41st Street Theater's "Summer Comedy Festival" in "The Voice of the Turtle." Alan Dale will star at the same theater in "Susan Slept Here" later this season, followed by deejay Ted Brown (WMGM, New York) in "The Tender Trap."

Deejay Clay Cole, WNTA, Newark, N. J., co-stars in "Flower Drum Song" at a New Jersey summer theater next month. Three other disk jockeys—Chuck Morgan, Reg Wallace and Bob Kidd

—of KUZN, West Monroe, La.—will play leading roles in a local summer theater presentation of "Mr. Roberts" next week.

In the concert field, Erroll Garner plays his first tent date of the summer season this week at the Westbury Music Fair in Long Island, New York. Louis Armstrong, who played the Colonial Summer Theater, Latham, N. Y., last week, is booked at the Music Circus, Lambertville, N. J., July 31. Also booked for the Lambertville theater this summer, in the order named, are Maynard Ferguson, the Dukes of Dixieland, George Shearing, Dave Brubeck, Duke Ellington, Lionel Hampton, and Count Basie.

The 1961 Forest Hills (N. Y.) Music Festival at the Forest Hills Tennis Stadium, will present Ella Fitzgerald, August 5; Judy Garland, July 1; Johnny Mathis, August 19; the Kingston Trio, July 22; Victor Borge, August 11, and Harry Belafonte, August 25, 26 and 27.

The Stonybrook (N. Y.) Summer Festival at the Dogwood Hollow Amphitheater, has scheduled Paul Whiteman, July 8; Ray McKinley-Glenn Miller ork, July 15; Jose Melis, July 29; Gene Krupa, Buddy Rich and Mickey Sheen All-Stars, August 5.

Frank Devol, Percy Faith, Johnny Green, Skitch Henderson and Franz Aller are set as conductors for special pop concerts, July 7-September 2, at the Hollywood (Calif.) Bowl, this summer. Sarah Vaughan, Ellington, and the Dukes of Dixieland, will be spotlighted in July and August at the Ravinia, Ill., Festival.

Deejay Jack Lazare emcees "An Afternoon With Judy Garland," and an evening jazz session (with Ellington, Hampton, Quincy Jones, Cal Tjader, Mel Torme and many others) at the Newport, R. I., Jazz Festival Monday (3).

Other jazz artists active on the jazz concert circuit from all over the country this season include Cannonball Adderly, Carmen McRae, Lambert Hendricks and Ross, Red Nichols, Thelonious Monk, Joe Williams, Lurean Hunter, Max Kaminsky, Sal Salvador, Jack Teagarden and others.

## UA Distributors Get Special Album Incentive Program

NEW YORK—United Artists records is offering distributors a special sales incentive on a new "Album of the Month" merchandising program. Each album selected for the monthly promotion will be sold to distributors on a fully guaranteed return basis under a buy-10-get-2-free deal. Distributors must pass identical benefits to dealers.

A feature of the new program is a specially designed rack on which one UA's "Album of the Month" may be displayed. The custom-made metal racks will be made available to dealers for \$1.50 per unit, a price described by a UA executive as "a small fraction of their cost."

"The Album of the Month" (a sound track package or by one of UA's best-selling artists) will be shipped in bulk directly from UA's pressing plants to distributors. Each package will contain the regular LP's plus the free merchandise, so that distributors need only paste the label on the carton and ship the albums directly to participating dealers.

## FOOTNOTES ON ARMADA'S BPI TEXT IN LAST ISSUE

NEW YORK—The Record Buying Power Index that appeared in last week's BMW (June 26), was prepared by an independent organization for ARMADA and presented to its membership at its meeting last week in Miami. BMW offered this information in the interest of those in the industry who might find it useful. It was not prepared by BMW.

The ARMADA BPI is a breakdown of record shipments by ARMADA manufacturer members to their distributors in 33 important markets. These 33 markets are those in which a majority of the ARMADA manufacturer members have distributors. Since these 33 areas add up to 100 per cent, the ARMADA BPI cannot be taken as a national sales BPI or a national distribution picture, but only as a picture of these 33 areas including the cities named and surrounding territories.

Also, since this information was prepared only from the ARMADA manufacturer shipments, it is only a picture of their specific situation, that of many of the indie record firms. If information from non-ARMADA manufacturers was added, the percentages would be radically altered, specifically in the pop album business. This is especially true in that Columbia, Victor, Capitol, Decca, Dot and ABC-Paramount, for instance, are not members of ARMADA.

### Use With Caution

However, the ARMADA BPI is useful to manufacturers who have distribution in any of the 33 markets covered by the report, as long as it is used with caution. It represents shipments, not actual sales. It was not stipulated by the firm who prepared this BPI for ARMADA members, whether the percentages shown are percentages of dollars billed or of units shipped to distributor. The New York metropolitan market represents, in actuality, over 15 per cent of album sales, not 12.85 per cent as noted in the ARMADA BPI.

The Market Research Division of BMW is engaged in producing record industry statistics at the store level.

## Kapp Hints Fresh Approach to Sales

NEW YORK—Kapp Records, at its upcoming sales meetings of distributors here, will do a lot more than simply present a new release of product, according to head man of the firm, Dave Kapp. The two-day conclave, which will find Kapp hosting the visitors at a performance of "Donnybrook," the Broadway musical of which he is co-producer, will take place Friday and Saturday (14 and 15).

"Because of today's record industry's problems," said Kapp, "Our meetings will be the first of their kind to deal with today's marketing conditions as they exist, not as we would like to see them." Though no hint was given of the nature of the Kapp approach, the company feels that it will have far-reaching effects on the entire record industry.

The theater party for the distributors will take place Friday evening (14) followed by meetings all day Saturday. A banquet Saturday evening will include a show with personal appearances by such Kapp artists as Jane Morgan and Roger Williams, plus the entire "Donnybrook" cast. The sales meetings will be helmed by Kapp's sales chief, Phil Skaff.

## MUSIC AS WRITTEN

New York

Manny Wells, jobber and wholesaler, held a trade party at his New York Record Distributing Company to celebrate the firm's new home here. . . . Danny Crystal, national record promotion director for Pat Boone, has shifted his office to the Dot Records suite here. Boone's two music firms, Spooner and Cooga, will be located in the same Dot office. . . . New CBS TV show called "Glenn Miller Time" will have its first showing July 10. It features the Glenn Miller ork under Ray McKinley. . . . Murray Kaufman, of WINS here, will stage and emcee Jackie Wilson's Labor Day Show at the Brooklyn Paramount.

Guy Mitchell opens at the Copa, New York, July 6. He has just completed a tour of Australia. . . . George Jessel has a new album on Strand, "Seeing Israel With George Jessel." Deejay Paul Sherman also has an album out on the same label which teaches kids to speak Yiddish. . . . A new label, Huron, headed by Bob Holiday, has started production out of Dayton, Ohio. King is distributing the label. . . . Murray W. Panitz has been named principal flutist at the Philadelphia Orchestra. Caedmon Records, the spoken-word label, will issue its first musical LP's with two sets, "Songs of Courtship" and "Songs of Seduction," featuring early English folk material collected by Alan Lomax and Peter Kennedy. Disks were cut in Britain and are part of a five-record LP set called "Songs of Britain."

Samuel Tannenbaum, copyright counsel for movie and TV firms, has been named chairman of the Copyright Division of the Section on Patents, Trade Marks and Copyrights of the American Bar Association. . . . A new label, Monotone, has started in Nashville under Bill Williams. . . . Erroll Garner plays his first tent date of the season at the Westbury Music Fair, Long Island, July 3.

Al Melnick, of A. & L. Distributors, Philadelphia, is recovering from a kidney operation. Harry Fink, firm's promotion man, is working double. . . . A new distribution firm, Abby, has opened in Detroit under the direction of Walter Drake and Irv Biegel. . . . Roslyn Abraham, daughter of Frank Abraham, of Republic Music, became engaged to LIU graduate Alan Peterkofsky last week. Bob Rolontz.

Chicago

Leonard Chess, Chess Records, was among guests attending the recent press party hosted by Ahmad Jamal to celebrate the opening of the pianist's Alhambra nitery. Jamal treated those present to a set by his trio. . . . Hugh Watkins, Acme Records, Manchester, Ky., stopped in Chicago while on a Midwest junket for Jay Fanning's new single released last week. While here, Watkins set Cosnat Distributors as the Chi outlet for his firm. . . . Jack Tracy, Mercury's jazz a.&r. director, left last week for the Newport Music Festival, where he'll record Quincy Jones and His Orchestra. . . . Stan Pat, RCA Victor's Midwest head of radio-TV relations, made the promo rounds with Sam Cooke in Milwaukee and Chicago for the singer's latest chart maker, "Cupid."

Jim Kirchstein, Cuca Records, Sauk City, Wis., reports that Cuca's new recording studio, now under construction, will feature natural reverberation and mood lights. An inter-office video set-up will connect an underground control room to the studio. . . . Neil Feeley, International Records, has signed Mel James as a.&r. director for his diskery. . . . Norman Dolph, Columbia Record Productions, returned from his Miami trip to the ARMADA convention. Dolph, who has been in the firm's sales training program, was recently named an account executive. . . . Don Leonardi, vocalist, cut four singles for Decora-Amphora Records at Universal Studios last week. Set is scheduled for release this month. . . . Jack Barthel, Deer Records, recently inked the Four Uniques, male vocal group, to a recording contract. The group's first waxing was released last week. . . . Vilas Craig, Cuca recording artist, Prairie du Sac, Wis., is recovering from a near-fatal auto accident which killed three others recently. Nick Biro

Philadelphia

Paul Moseley and Lillian Settles add another record shop to the North Philadelphia section of town in opening a P & L Record and Card Shop at 1642 W. Erie Avenue. . . . Morris Ballen has set up the Nedro Music Company here. . . . Fran Murphy, record promotion girl, is back on the job after a long illness and a Florida convalescence. . . . Larry Cohen, promotion director at Marnel Records, distributing firm, is giving lessons in history to local disk jockeys. He's a former school teacher who found the record business more exciting than teaching. . . . Salco Records is going to cut the "Roaring 20's" revue featured at Uncle Miltie's nitery on the Jersey side. The local label, started by realtor John Salerno, with Sam Bushman handling promotion, cut its first sides with Jimmy J. and the J.S. Distribution handled by A & L Distributors. . . . Rittenhouse Records, Inc., still another label being set up locally.

Cincinnati

The Cincinnati record dealers, who gathered here recently to form a protective group, held their second meeting Tuesday (27) at the Sheraton Gibson Hotel and selected as their official name the Greater Cincinnati Record Dealers. Election of officers netted the following results: W. J. Murphy, president; J. H. Neumark, vice-president, and R. J. Kohlhepp, treasurer. Dick Radford, local ad man, was appointed secretary. A letter from Howard Judkins, president of SORD, was read, commending the group for organizing and urging the membership to affiliate with the national organization in order "to bring sanity to the industry." He also mentioned the possibility of addressing the group at a future date. Plans for advertising on a local basis were also discussed.

Raising merry ned at suburban Brentwood Bowl these days

(Continued on page 34)





# TIOMKIN SCORES!

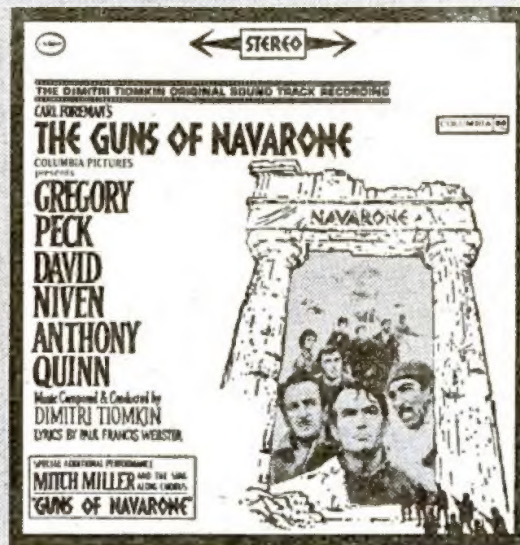
## ALBUMS



# 2

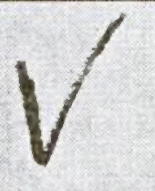
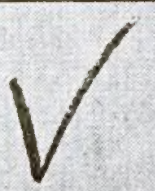


CL 1558 / CS 8358



CL 1655 / CS 8455

## SINGLES



# 3

**MITCH MILLER**
**THE GUNS OF NAVARONE**  
 B/W BYE BYE BLACKBIRD 4-42016\*

**KITTY KALLEN**
**YASSU (FROM "THE GUNS OF NAVARONE")**  
 B/W SUMMERTIME LIES 4-42038\*

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## UA Offers LP 25 & 5 Deal

HOLLYWOOD, Fla. — United Artists Records is offering a special deferred payment sales program on fall album merchandise, whereby distributors receive five free copies of an LP when they purchase 25 copies of the same package.

The new sales program, tagged "Carnival of Stars," was introduced to UA distributor at a special meeting here last week immediately following the ARMADA convention. At the same time, UA presented a new buy 10-get-two-free "Album of the Month" merchandising plan. (See separate story in this issue.)

The buy-25-get-five-free plan includes all new product of UA and its subsidiary Ultra Audio, plus the entire Ultra Audio catalog and all LP's included in the Deluxe 3500 series. The plan runs from July 1 through September 1, with the dated-billing program calling for payments of one-third each on October 10, November 10 and December 10. If payments are not made on the due date, distributors will forfeit their 2 per cent cash discount.

In order to receive the discount and deferred payment on re-orders on any of the "Carnival of Stars" albums, distributors must re-order 150 assorted LP's or more (not including free merchandise) in minimums of 25 per selection.

The new UA product includes packages by Steve Lawrence, Tito Rodriguez, Memphis Slim, Greek artist Gus Vali, "The Honky Tonk Sounds of the Million Sellers" by Til Dieterle, "Roaring 20's Cha Cha Cha," "Kaye Ballard-Live," the sound-track package "Goodbye Again" and "Great Motion Picture Themes, Vol. II."

The new Ultra Audio LP's feature Ferrante & Teicher, Don Costa, the Modernaires, Nick Perito, and "The Jazz Soul of Porgy and Bess" with an all-star jazz lineup.

UA is backing the new sales program with an extensive consumer and trade ad campaign, plus special mailings to dealers.

## Am-Par Discloses Fall LP Program

MIAMI BEACH — ABC-Paramount Records unveiled its new fall album program at its annual distributor meeting here last Friday (23) and Saturday (24). Under the plan, Am-Par distributors reportedly will receive a 12½ per cent discount on LP purchases.

New album product introduced included 12 ABC-Paramount releases; four Impulse LP's; four (distributed by Am-Par) Chancellor packages; and a number of Command and Grand Award albums. (See separate story.) Special point-of-sale display kits will be made available to distributors. The kits include a four-color centerpiece featuring the 12 new ABC-Paramount albums.

The new ABC-Paramount albums spotlight Ray Charles and Betty Carter, Lloyd Price, Paul Anka, Teddy Randazzo, Roy Smeck, 70 French Girls, Oscar Brand, Lou Prohut and the Polka Rounders, Frank Cammarata, the Four Sergeants, Eddie Clavert, and the Sociables; plus Garner's Octave album, "Dreamstreet."

Impulse's new jazz packages feature John Coltrane, Max Roach, the All Stars, and Art Blakey and His Jazz Messengers. The new Chancellor albums star Fabian, Frankie Avalon, the George Young Group, and a two-record set, tagged "The Art of Singing," featuring vocal coach Carlo Menotti. Menotti is Fabian's vocal coach.

The ABC-Paramount and Impulse albums are available in both monaural and stereo. The Chancellor packages are in monaural only.

## TALENT TOPICS

### CHICAGO

Nancy Wilson, jazz vocalist, opens at the Birdhouse Wednesday (5) for two weeks. The date also marks a change in policy for the coffee house which will add optional liquor facilities for its customers. . . . Shecky Green and Pepi Runnels bow at Mister Kelly's July 10 for four weeks. . . . Oscar Peterson Trio comes to the London House July 11 for a four-week stand. . . . Folk-singer Bob Grossman (Eureka) has local promo appearances set for this week. . . . The Candlelight Dinner Playhouse, newest of Chi's cabaret theaters, opens Friday (7) with an Equity production of "The Moon Is Blue." Cast is headed by Patti Gilbert, Russ Grovener and William Andrews. The three are young veterans of the strawhat circuit. . . . Dick Schory's Percussion Pops Orchestra is set for a concert at the NAMM convention here July 19. Schory then goes on a coast-to-coast tour, opening at the Hollywood Bowl August 18 and ending at Carnegie Hall November 19. . . . Len and Judy, brother-sister duo (Deer), will appear in a show sponsored by the Back-of-the-Yards Council here Thursday (6).

"The Fantasticks," popular off-Broadway musical that also clicked here, moves Friday (7) to the Conrad Hilton's Boulevard Room for the summer. Headlining the cast are Tom Ayre, who originated the role of Monty in Broadway's "Wish You Were Here," and Mimi Turque, who got her start in the original "Carousel" at the age of 7. . . . The Play-boy Club bowed with a new

bill Friday (30): Comedians Jackie Vernon and Jerry Shane; folk singers Katie Lee and Stan Wilson with Lenin Castro; vocalists Sam Fletcher and Gina Martin and the Coronados, vocal trio. Also on the bill are the Harold Harris, Kirk Stuart and Bob Davis trios and pianist Claude Jones. . . . Thrush Ray Lowell comes on strong with her arrangements of show music sets at the Walton Walk, one of Chi's first key clubs. Pianist Tommy Stat does the back-up job.

Gloria Manlong

### PHILADELPHIA

Like father, Buddy Williams Jr., son of the local bandleader, has turned musician, playing drums with the Charley Byrd Trio. . . . Maxie Foster, vocalist with Jules Benner, joined the road company of "The Sound of Music." . . . Fabian and Louis Armstrong set to headline the 7th annual Thrill Show at the Philadelphia Stadium September 8. . . . The Jolly Joyce Agency here set Johnny and the Hurricanes for the August 13 week at Belmont Park, Montreal, Dale Hawkins for the summer at the Corner, Wildwood, N. J., Frank Mayo at the Dunes, Longport, N. J., for the summer, the Joy Riders for the summer at Fort Pitt, Atlantic City, and the String Alongs for the July 23 week at Atlantic City's Steel Pier. . . . Band policy to hold forth this summer at Tony Mart's resort nitery nearby at Somers Point, N. J., with Woody Herman, Sal Salvador, Glenn Miller bands among those already set.

Maury Orodener.

## FOLK TALENT & TUNES

By BILL SACHS

Frank Page, of KWKH, Shreveport, La., has set Don Gibson, June Carter and the Wilburn Brothers as headliners for the July 15 "Louisiana Hayride" show. . . . Radio Station WDC, Decatur, Ill., presently observing its 40th year on the air, has inaugurated a new live country music show called "Sangamon Valley Jubilee," featuring local record artist Junior Garner and his band. The show is hosted by WDC deejay Marty Roberts and is promoted by Bill Sullivan, local police officer. Sullivan books c.&w. acts into a Decatur nitery and they, in turn, double on the new Saturday night air show. . . . Don Holly, Skippy Records artist from Dallas, displays his wares at Traverse City, Mich., July 4, along with Johnny Colmus and the Country Starliners and Larry Lee, all of WBCH, Hastings, Mich. Proceeds of the show go to the Leelanau Memorial Hospital Fund.

The Rocky and Hal Duo (Rocky Rauch and Hal Clamplitt) are currently playing the Nevada nitery circuit after a long stretch in Washington State. . . . Tall Paul Charon, who is spending the summer at Stonewall Jackson's lake home near Nashville, reports that his sister Marilyn was married to Tommy Rogers June 24 in Las Vegas. Tommy is the brother of Smokey Rogers, owner-manager of Station XEGM, El Cajon, Calif. . . . Slick Norris, who recently resigned his promotion post with Liberty Records, continues as manager for Warren Smith and has taken on additional promotion duties on Shirley Collie (Liberty) and Johnny and Jonie Mosby, currently scoring with their "Ain't You Ever" on the Toppa label.

Latest bookings by Otto Devine, "Grand Ole Opry" manager, include: Roy Acuff, Los Alamos, N. M., July 7; Carl Butler, Los Animas, Colo., July 3; Goodland, Kan., 4; Montrose, Colo., 5; Pueblo, Colo., 8, and Savannah, Ga., 15; Bill Carlisle, Orlando, Fla., July 4; Selma, Ala., 15; June Carter, Mount Vernon, Ind., July 4; Anderson, Ind., 9; Shreveport, La., 15; Patsy Cline, Springfield, Mo., July 7; Panama City, Fla., 13-15; Flatt and Scruggs, Kingsport, Tenn., July 4; Chapmansville, W. Va., 5; Paintsville, Ky., 6, and Morehead, Ky., 7; George Hamilton IV, Daytona Beach, Fla., July 3; Orlando, Fla., 4, and Seymour, Wis., 12; Cousin Jody, Indianapolis, July 8; Hank Snow, Dauphin, Man., July 4; Yorkton, Sask., 5; Prince Albert, Sask., 6; Moose Jaw, Sask., 7; Lloydminster, Alta., 8; LaCombe, Alta., 11; Calgary, Alta., 12-13; Penticton, B. C., 14, and Chilliwack, B. C., 15; Wilburn Brothers, Newmanstown, Pa., July 8.

Shirlee Hunter, recovered from a visit by Mr. Stork, resumes on the c.&w. circuit at Fairplay, Md., July 18, and then joins Barbara Allen, the Trailblazers and Cousin Fud for shows in Melfa, Va., July 25; Hanover, Pa., 26, and Brookfield, N. Y., 27. Miss Hunter follows with single dates in Allentown, Pa., July 29, and Himmelreich's Grove, Womelsdorf, Pa., July 30. She is tentatively set for a single date in Luray, Va., with Flatt and Scruggs and Maybell Carter July 23. Following the Brookfield, N. Y., stand, the Trailblazers play Fisher, W. Va., July 29; Grafton, W. Va., August 2, and Himmelreich's Grove August 6.



## SPEED OF BMW SHAKES AGENT

PHILADELPHIA — "Billboard Music Week" gets around — and fast. So fast that it shook up theatrical agent Jolly Joyce, whose heavyweight build isn't so easy to shake up.

Last week's issue carried a story that Hank Snow was being set for an extended overseas tour this fall by the Jolly Joyce Theatrical Agency here. Joyce gets his BMW on Mondays. Came Tuesday, and he got an overseas cable from a promoter in Scotland declaring that he saw the story and was interested in getting in on some of the dates. As a result of the fast way the magazine gets around P. C. Stanton, promoter in Scotland, was able to get some dates on Hank Snow for August, playing Glasgow and Wales.

## Kaye Adds Solid Standards to His Isham Jones Firm

NEW YORK — Sammy Kaye has added a flock of important standards to his publishing firm, Isham Jones Music. He purchased a two-thirds interest in 24 tunes penned by Marty Symes and Al Neiburg, negotiating with Symes' widow and with Neiburg. The other one-third of this group of songs belongs to clefter Jerry Livingston, who is putting his share in his own firm, Hallmark Music.

The tunes include "It's the Talk of the Town," "It's Sunday Down in Caroline," and "Under a Blanket of Blue." Kaye also acquired a one-third interest in "When It's

## Philly Ork Wins Hassle With Union

PHILADELPHIA — Members of the Philadelphia Orchestra won the right to ratify their own contract with the Orchestra Association instead of the union doing it for them. At a meeting of Local 77, AFM, it was voted 85 to 17 to give the members the option of approving their contracts.

Previously, the executive board of the local had the final word on all contracts negotiated with employers. This rankled orchestra members who, a spokesman said, "want to control their own destiny." It was back in 1959, before the orchestra's current contract was negotiated, that the symphony music makers petitioned the union to win ratification rights for themselves. However, Charles Musumeci, Local 77 president, rejected the petition as representing "class legislation."

This time, the orchestra committee restated its proposal to apply to "all Local 77 members employed on steady engagements," which was defined as being those who play four weeks or more on a particular job. They would be chiefly members of theater orchestras. The petition as finally passed was amended to make ratification by members optional.

The musicians' contract with the Orchestra Association will expire in September, just before start of the new season, and the orchestra members want to be represented at these negotiations, since they now have final voice in ratifying the contract. This was resolved by Musumeci by permitting members to be present as silent observers.

Darkness on the Delta." The Symes-Neiburg-Livingston songs were formerly published by Joy Music.

## NEWS REVIEW

### Woodruff Album 'Most Off-Beat'

By JUNE BUNDY

If the NARAS Board decides to award a Grammy for the most off-beat album next year, Warner Bros.' new LP, "Know What Will Happen Tomorrow!" by Maurice Woodruff, should easily be the winner.

Modestly billed as "the world's foremost clairvoyant," Britisher Woodruff pulls a Nostradamus on this package and predicts what will happen during the next year. His predictions cover the entertainment field, politics, science, stocks, international affairs, sports, the fine arts and Hollywood.

Warner Bros. has an interesting promotion gimmick on the package — involving a guarantee that the predictions are 79 per cent accurate. Buyers are invited to send in coupon (on the back of the LP) sometime before June 30, 1962. If 79 per cent of the predictions haven't come true by that time, the label will exchange the album for "another of comparable value."

The predictions are a bit cloudy as presented in their present form, but Warner Bros. explains that Woodruff arranged them in riddle

form "to create added interest for the listener." A copy of the predictions "openly stated" are in a vault in the Bank of America.

Woodruff's predictions are presented in a rather pretentious fashion and a grating fem voice could easily have been eliminated, but the over-all effect should be fascinating to students of the supernatural.

If Woodruff is what he claims to be, then chances are Warner Bros. isn't worried about the sale impact of the album, since they undoubtedly already have a 79 per cent accurate report on exactly how many copies they'll sell by June 1962. After all, Woodruff was one of the few who foresaw Harry Truman's election in 1948.

Know What Will Happen Tomorrow (The Incredible Predictions of Maurice Woodruff). Warner Bros. 1414.

### Red Foley Set On 58 Fair Dates

SPRINGFIELD, Mo. — Red Foley, absent from network television since his "Jubilee U.S.A." concluded its five-and-a-half-year run on ABC-TV last September, will do a one-time-only emceed appearance on "Five Star Jubilee" emanating from here this Friday (7). Guesting with Foley will be the comedy team of Uncle Cyp and Aunt Sap Brasfield, who were with Red on his old "Jubilee," and the Carter family.

Red will be unavailable for further television until mid-October, as his summer and fall schedule of fair dates begins this weekend, when Foley will team with Uncle Cyp on a swing of 58 dates, criss-crossing the nation several times in playing 22 States.

## THINK BIG



By: **STARLA KAYE**  
president SKYLA RECORDS

Artists of "THE ROACH" Gene and Wendell rocked the crowd at Alan Freed's Show at the Hollywood Bowl Sunday the 25th. These boys have really got it. Sales are still climbing. It looks like a goodie.

Dash and Dot's new wax of "WE BELONG TOGETHER" b/w "DANCE WITH ME HENRY" is starting to make the National scene. Not only can they sing but WOW! They really flipped—Bill Keffury at KACY in Oakland and Frank Haines, Criss Pappas at KVEN in Ventura, and Johnny Dallas at KUDU in Ventura.

Promo Girl "Jo Wyatt" says "SORRY DADDY" by the Sweethearts is really taking off in the bay area. This is the answer record to "DADDY'S HOME." It won the Battle of the Sounds on Sam Riddle's KRLA show.

Watch for Linda Carr's new release on the Ray Scar label, "THE GARBAGE MAN."

Everyone at Skyla is very happy about the new contract just signed by Jerry Jackson. He's got voice, looks and personality-plus. We are all very excited about his first release.

KAFY's top swinger Al Anthony just called. Says everything is swinging in Bakersfield. All of Hollywood welcomes Dewey Phillips from WHHM in Memphis, Tenn. He is vacationing two weeks in Hollywood. He is the guest of Ray and Starla Kaye Rindone.

WATCH FOR "THE GARBAGE MAN" by Linda Carr.

**Starla Kaye**  
**SKYLA RECORDS**

1549 N. Vine Street, Suite 24  
Hollywood 28, California  
Phone: Hollywood 6-3255

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## THE UPTOWN

2. An album full of that explosive big band sound

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Cash Box—Jazz Pick Of The Week... African Waltz (RLP 377) Billboard—Spotlight Winner... African Waltz (RLP 377) Variety—Best Bet... The Uptown (4501) Billboard—Late Pop Spotlight... The Uptown (4501) Bill Gavin's Personal Pick... The Uptown (4501) Cash Box—Pick Of The Week... The Uptown (4501) Billboard—Spotlight Winner... African Waltz (RLP 377) Cash Box—Jazz Pick Of The Week... African Waltz (RLP 377) Billboard—Late Pop Spotlight... The Uptown (4501) Bill Gavin's Personal Pick... The Uptown (4501) Cash Box—Pick Of The Week... The Uptown (4501) Billboard—Spotlight Winner... African Waltz (RLP 377) Cash Box—Jazz Pick Of The Week... African Waltz (RLP 377) Pick Of The Week... The Uptown (4501)

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## VOX JOX

By JUNE BUNDY

**("RIGOR") MORRIS COMEDY:** Buddy (Rigor) Morris, KDAN, Eureka, Calif., writes "As far as I know the Morris D. J. Gag Service is the only service written by a deejay for deejays, with every line air-tested and usable. The service was started in an effort to provide what seemed to be a very definite need. Practically every jock in the business had ploughed through pages and pages of joke books and various magazines in an attempt to cull, from the mostly 'blue' material, the occasional line that could be used. Our service stays strictly with one-liners since a busy deejay doesn't have time for the story-type stuff. We also provide wild, weird, two-voice taped fillers and special production spots for swingin' station staff and sponsors. We are trying to help bring a bright sound to radio—to assist the forgotten man of the entertainment world."

**GAB BAG:** James G. Phillipp, program director of college station WCHC, Holy Cross College, Worcester, Mass., pens, "Please allow me to second the motion of Gene Mackie (WVBC, Boston College) when he urges

(Continued on page 13)

More Stations Picking Up  
'Sing-Along' Programming

• Continued from page 4

the radio I heard sing-along music," said Stone. "KISN, Portland, Ore., even had a 68-hour Sing-Along-Athon. I thought this was just what the Yukon needed for the lazy summer."

The CFWH "Sing Alongs" are aimed both at tourists and year-around listeners. The local weekly newspaper, "The Whitehorse Star," participates in the promotion by printing "Sing-Along" song lyrics.

## U. S. Scene

Meanwhile, "back in the States," deejay Buzz Lawrence, KING, Seattle, has started a new show, "Sing Along With Mitch Miller," from 5:45 to 6 a.m. daily. Miller's entire catalog of 15 Sing-Along albums are utilized on the program.

Station KDKA, Pittsburgh, had so much success with its recent "Sing Along" promotion competition at the East Hills, Pa., Shopping Center that the outlet is now planning more ambitious "Sing Along" promotions for July 15 at the North Hills Shopping Center and August 10 at Kennywood Park. The first "Sing Along"

involved a competition among amateur vocal groups, community singing led by deejay Art Pallan, comedy vocal turns by KDKA jocks Pallan, Clark Race, Jim Williams and Bob Tracey, and a guest appearance by Neil Sedaka.

Group competitions will be held again at both KDKA "Sing Alongs," with the finals scheduled for the August 10 date. The winning act will win a trip to New York and auditions with Columbia and Capitol recording executives.

On each "Sing Along" day, KDKA plays only "Sing Along"-type wax on all of its music shows, with Mitch Miller albums accounting for about 75 per cent of the programming. June Buzzelli, Station KDKA's promotion chief, is trying to get Mitch Miller to show up at one of the meets. However, Miller—as a result of his NBC-TV show—has received so many top-money offers to do p.a.'s at fairs and arenas this summer that it still hasn't been decided whether he will be able to fit the KDKA promotion into his schedule.

FCC May Overhaul FM  
Radio, Tighten Programs

WASHINGTON — Upheavals are due in music programming of AM and FM radio in the wake of new proposals by the Federal Communications Commission. The FCC plans to overhaul the whole FM service, possibly ending or

"curtailing" duplication of AM and FM programming by joint owners. This would mean tremendous new music programming requirements for those broadcasters who have allowed their FM stations to be mere echoes of the AM, or it could mean sale of the FM properties, now strongly in demand, to a licensee willing to program especially for this service.

On the FM service, FCC has started rule-making to give the FM broadcast rules a complete overhaul, including the possibility that "duplication" of AM and FM programming on jointly owned stations will be curtailed. Comments are particularly invited on this phase of the inquiry and are due in by September 5. Without formal rule-making, the agency says it will act to adjust separation and engineering standards and classifications of FM stations to keep up with the change in FM outlook.

FM, which now offers owners the option of broadcasting in stereo, in addition to storecasting and other multiplexed services to buoy up revenue, is not the Cin-

(Continued on page 13)

PROGRAMMING  
PANEL

## THE QUESTION

If you were stranded on a desert island (with a portable phonograph) and could only take three albums, which three would you choose?

## THE ANSWERS

TED SAX  
KORL, Honolulu

1. "Sixty Years of Music America Loves Best," Various Artists. 2. "Happy Times Sing Along," Mitch Miller. 3. "Golden Hit Instrumentals," Al Caiola. With these three sets I have music for every situation, plus memory makers to make life complete if I sit it out forever. If I thought I was to be rescued, Mitch starts pepping me up with songs I can sing with him. If I am working to keep alive the instrumentals keep me whistling along. At night "60 Years"—with so many great stars—would give me thoughts of home. I wouldn't be lonely.

I sit it out forever. If I thought I was to be rescued, Mitch starts pepping me up with songs I can sing with him. If I am working to keep alive the instrumentals keep me whistling along. At night "60 Years"—with so many great stars—would give me thoughts of home. I wouldn't be lonely.

PETE MYERS  
WNEW, New York

Funny you should ask. Although you are referring to pop albums, my three-volume library would include the new Columbia Symphony version of "Le Sacre du Printemps" with the composer conducting; the Decca London Symphony's "Scheherazade" and the Warner Bros. edition of Gershwin's "Rhapsody in Blue."

If it must be a list of my "druthers" in the pop category, then I would include Frank Sinatra's "Come Fly With Me," Victor's "Glenn Miller Yesterday" album, and any old Julie London album. Leave the record home—all I want is the cover portrait for spiritual and intellectual upliftment.

SCOTT MUNI  
WABC, New York

1. Any Julie London album—both to listen to and look at, because her records make her close enough for female companionship.

2. "The Button-Down Mind of Bob Newhart," because somewhere in the day I'd need a laugh. 3. A Mormon Tabernacle Choir LP, because the most beautiful music to me is a choir.

NEW YORK—Deejay Big Wilson, formerly with KYW, Cleveland, joins WNEW here next week, in the 8-11 p.m. time period Sundays through Fridays and the 8 a.m.-noon slot on Sundays.

At the same time, Jack Lazare, WNEW's long-time "Milkman's Matinee" emcee on the all-night shift, is moving to WINS here, starting July 10. He replaces Stan Richards on the all-night show. Wilson's show on WNEW replaces Dick Partridge's program, and Jean Michel's two-hour seg is moved back an hour to an 11 p.m. starting time. Partridge moves into the "Milkman's Matinee" spot, which will henceforth be heard from 1 to 6 a.m.

## ARTISTS' BIOGRAPHIES

For your programming use, here are pertinent facts about hot disk artists. If clipped and pasted on 3 by 5 cards, these biographies will help you build a convenient file of such data.

## JOE DOWELL

Handsome, blond and blue-eyed Joe Dowell is 19 years old and hails from Bloomington, Ill. He is currently pursuing his college education at the University of Illinois in Champaign, majoring in radio and television. It was through his extensive popularity as a performer on the campus that brought young Dowell to the attention of Mercury Records execs. They signed him to a contract and his debut disk, "Wooden Heart," on the label's Smash subsid, has hit solidly on the Hot 100. Dowell's interest in music began at the age of seven when he began to compose songs on the family piano and later on guitar. He soon became a favorite performer at grade and high school gatherings. While in high school Dowell appeared at local record hops and talent shows, and developed his talent for songwriting as well. To date he has written over 50 songs.

An avid athlete, Dowell spends his spare moments swimming, fishing, hunting or playing basketball.



## ANDY STEWART

Andy Stewart was born in Glasgow, Scotland, in December, 1933. He started in show business in his late teens as an actor and then comedian. He has appeared in numerous variety, radio and TV shows in Scotland and England.

In 1960 Stewart signed a recording contract, and his version of "Scottish Soldier," released here on the Warwick label, has garnered much action. It first hit the Hot 100 April 3, dropped

off three weeks later, only to reappear again in the middle of June. Stewart wrote the lyrics for "Scottish Soldier" (which was originally titled "Green Hills of Tyrol") while he was in rehearsal for a TV variety show in Scotland. Since that time the versatile artist has written 14 additional songs. His latest disk is "Donald, Where's Your Trousers." His hobbies are reading and golf, and his ambition is to work in America.



## YESTERYEAR'S HITS

Change of pace programming from your librarian's shelves, featuring the disks that were the hottest in the land five years ago and ten years ago this week. Here's how they ranked on Billboard's charts then:

## POP—5 Years Ago

JULY 7, 1956

1. Wayward Wind, Gogi Grant, Era
2. I Almost Lost My Mind, Pat Boone, Dot
3. Moonglow & Picnic, Morris Stollhoff, Decca
4. I Want You, I Need You, I Love You, Elvis Presley, RCA Victor
5. I'm In Love Again, Fats Domino, Imperial
6. More, Perry Como, RCA Victor
7. Standing on the Corner, Four Lads, Columbia
8. On the Street Where You Live, Vic Damone, Columbia
9. Born To Be With You, Chordettes, Cadence
10. Transfusion, Nervous Norvus, Dot

## POP—Ten Years Ago

JULY 7, 1951

1. Too Young, Nat King Cole, Capitol
2. Jodel, Frankie Laine, Columbia
3. How High the Moon, Les Paul & Mary Ford, Capitol
4. Loveliest Night of the Year, Mario Lanza, RCA Victor
5. On Top of Old Smoky, Weavers, Decca
6. My Truly, Truly Fair, Guy Mitchell, Columbia
7. Rose Rose I Love You, Frankie Laine, Columbia
8. Come On-A My House, Rosemary Clooney, Columbia
9. Sound Off, Vaughn Monroe, RCA Victor
10. Mister & Mississippi, Patti Page, Mercury

## RHYTHM &amp; BLUES—5 Years Ago—JULY 7, 1956

Fever, Little Willie John, King  
Treasure of Love, Clyde McPhatter, Atlantic  
Rip It Up, Little Richard, Specialty  
Hallelujah, I Love Her So, Ray Charles, Atlantic  
Please, Please, Please, James Brown, Federal

I Want You To Be My Girl, Teenagers, Gee  
Roll Over Beethoven, Chuck Berry Chess  
Corrina, Corrina, Joe Turner, Atlantic  
Up on the Mountain, Magnificents, Vee-Jay  
Stranded in the Jungle, Jayhawks, Flash/Cadets, Modern

LABEL-DEEJAY  
PROMOTIONS

By NIKI KALISH

**MGM AND WRCV "BIG BAND" PUSH:** MGM Records pulled a promotional switch last week by conducting a campaign to build up advertising appeal for Philadelphia Station WRCV's "Big Band" programs. The gimmick called for WRCV to distribute 1,500 of MGM's Larry Elgart LP tagged "Sophisticated Sixties" (each with special WRCV wrap-arounds) to the station's advertisers, clients and agency representatives. The promotion was arranged by John P. Wiley, ad and promotion man-

ager of WRCV, and Sol Handwerker, publicity, promotion and exploitation chief at MGM Records.

**WARNER BROS. PLUGS PIC LP'S:** The sound-track albums for two Warner Bros. flicks, "Parrish" and "Fanny," were released by that company's record label last week to coincide with the national release of the films. Both albums will receive a major push through an extensive advertising and exploitation campaign. Broad distribution of the albums is being made to AM and FM radio stations throughout the country in addition to special screenings of the pictures for the disk jockeys.

The film music is being widely utilized in all the radio and TV

(Continued on page 13)

Don Bell Returning  
To Radio, on KIOA

DES MOINES—Veteran deejay Don Bell, who quit the business a few years ago to become a divisional sales manager of General Investors Planning, Inc., is returning to radio again on KIOA here in the early-morning time slot.

However, Bell is not giving up his investment chores. In a letter to his clients last week, Bell told them that the new owners of KIOA had invited him to take over the morning show. Then he added, "The point of this note is that I shall continue conscientiously to service your investments, while at the same time indulging the 'harm' in me."



**20th FOX BRINGS YOU**  
**THE SENSATIONAL NEW RELEASE BY**  
**BILLIE JEAN HORTON**  
**OCEAN**  
**OF**  
**TEARS**



**b/w "DON'T TAKE HIS LOVE"**

**20th FOX**

**# 266**

**TO MY DISK JOCKEY FRIENDS:**

**"A Million Thanks for all your help"**

**Billie Jean**

**Exclusive Management:**

**TILLMAN FRANKS ENTERPRISES**

**604 Commercial Bldg., Shreveport, La.**



## G.E. Presents Impressive Phono, AM-FM Radio Line

NEW YORK — The General Electric Company unveiled a high-powered line of console and portable phonos and AM-FM radio equipment last week at a special showing in the Savoy Hilton Hotel here. In both lines there are innovations which the company believes will make themselves felt at the sales level in the year to come. In both phono and radio areas, lines are the most impressive for the firm in several years.

The lead item of the entire new line is the company's first stereo FM radio, Model T-1000, which is expected to sell in the area of \$169.95. Built into the set are all components required to receive multiplex FM stereo-casts. The table model set has detachable swing-out doors which contain the speakers. The set is also equipped with phono jacks for use as a stereo phono amplifier.

In the phono field, there are two important developments; one, a deluxe console phonograph so designed that it can be hung from a wall; and secondly, a portable phono in which the turntable and changer unit is housed in a verti-

cal position when the unit is closed up, but which folds out to its playing position. This feature contributes an unusually slim look to the sets.

### Wall Model

The wall model, known as the "Sophisticate," has swing-out, detachable doors enclosing the speakers and is approximately 16 inches deep with doors closed. With the doors in the open position, there is an ever greater emphasis on the slimness of the set. Estimated price of this model is \$239.95, without FM tuner.

There are 14 models in the console line, ranging from \$139 to \$600. Each of these will have an optional tuner. Three additional models come only with AM-FM stereo tuner. Four of the units also have optional resonance.

The company also introduced seven new basic portable models, with prices ranging from \$29.95 to \$169.95. Three of the models employ the new drop-down turntable principle, which, taken together, are being tabbed the "stereophonic trimline" line. Two custom versions each sell for \$109.95, while the deluxe unit goes for \$139.95. The radio line consists of 20 basic table and clock-radios and eight basic transistor models including AM, FM and AM-FM receivers. Suggested list prices run all the way from \$14.95 to \$149.95.

## Capitol Will Enter Blank Tape Field

HOLLYWOOD — Capitol will invade the blank tape field in August with a full line aimed at the professional and home entertainment markets. It will bear the Capitol trade-mark, and will be priced competitively with other brands now being sold.

It will be "at least equal to, if not superior in quality" to the other tape lines on the market, according to Bruce Rozet, vice-president and general manager of the recently formed EMI-U. S. subsidiary of Capitol Records, Inc. EMI-U. S. is having the tape manufactured to its own specifications, by Greentree Electronics of Los Angeles, with marketing and sales to be handled by its sister firm, Capitol Records Distributing Corporation in channeling the product to disk dealers.

Rozet said the tape line also will be distributed through photographic wholesalers for availability at camera shops. Additional distribution will be established to service audio shops and professional level will be covered by the EMI-U. S. broadcast division which handles TV camera, videotape and various types of audio-video equipment.

## AUDIO NEWS BRIEFS

Tom Shea and Paul Pusecker are the new Eastern and Midwestern regional field managers for the Blonder-Tongue Laboratories, Inc. . . . A reorganization of the Lukko Sales Corporation has elected Sanford Levey as president; S. Robert Berk, vice-president, and Sol W. Berk as chairman of the board of directors. The firm is a Chicago electronic distributing company.

George Stollsteimer is the new manufacturing superintendent and Thomas J. Sullivan is the new production control supervisor at the Plastic Products Division of International Resistance Company. . . . Distributor sales manager for the Bell Sound Division of the Thompson Woolridge, Inc., is Dan Neumaler. . . . In Seattle, the J. W. Phillips Company has taken over distribution of Sylvania electronic products. The same company has named Northwest Electronics as distributor in Minneapolis.

## Motorola's 62 Line Heavy in Reverberation

CHICAGO — Motorola, unlike most of its competitors, will go in heavily for reverberation in its 1962 line of console phonos, introduced here last week at a distributor showing at the Pick Congress Hotel. The company calls its reverberation feature the "Vibrasonic" acoustical compensator. This will be included in most of its 15 new console models. The firm also introduced models of stereo FM receivers and will have a full line by the end of the year.

Prices for the console phono units range from \$149.95 to \$995. Starting at the \$349.95 model SK71, all units will carry the reverberation feature. The portable line of seven new models is highlighted by a low-end \$34.95-priced stereo model. The unit has dual amplifiers and one built-in and one detachable speaker unit. The portable line runs up to a deluxe model, pegged at \$249.95. The latter also contains the "Vibrasonic" reverberation feature.

In the radio field, Motorola is featuring for the first time, an AM-FM clock radio at \$79.95; an FM-only leader model at \$49.95; and an all-transistor clock portable with a battery-operated timing mechanism at \$75. Another new device is an all-transistor table model with accessory wall brackets. Seven new clock models and seven table sets appear in the new line, in addition to four AM-FM units.

Executive vice-president of Motorola, Edward R. Taylor, told distributors that the firm plans to invest more heavily in advertising and promotion this fall than in any recent year. "Frankly, we're after a larger per cent of the available business," he said, "and we are confident that our stepped-up merchandising program this fall, coupled with an improved over-all economy, will make this possible."

## Granco Radio Preems New FM Lines in N. Y.

NEW YORK — The Granco Radio Company, which is now a division of the Du Mont Emerson Corporation, introduced its 1962 line of standard FM, stereo FM and FM auto radio last week at the Statler Hilton Hotel here.

The new line consists of 14 models, including two stereo receivers from \$29.95 to \$41.95; four stereo AM-FM receivers ranging in price from \$39.95 to \$59.95; a stereo FM clock radio at \$49.95 and \$51.95; three stereo companions with matching speakers that range in price from \$24.95 to \$34.95; an FM car radio converter; an AM-FM Music Hall radio at \$29.95 and \$31.95, and an AM-FM radio with Telechron clock at \$39.95 and \$41.95.

## Clairtone, Canada Mfr., Adds European Sales

TORONTO — Clairtone Sound Corporation, high-fidelity equipment manufacturer here, which recently became one of the few Canadian firms of its kind to be represented in the American market, has now moved into European market as well.

EMI Electronics of Middlesex, England, will act as warehouse and delivery and service agent in England. As key dealerships are signed up, service agents will also be added.

## BEST-SELLING PHONOGRAPHS, RADIOS & TAPE RECORDERS

These are the nation's best sellers by manufacturer, based on results of a month-long study using personal interviews with a representative national cross-section of record-phono dealers. A different price group is published in this chart each week.

The percentage figure shown for each brand is its share of the total number of weighted points derived from all dealer responses. Point tabulations are based on the rank order of manufacturers' sales at each dealer, and weighted by size of dealer. Only manufacturers earning 3% or more of the total dealer points are listed below.

### AM-ONLY TABLE RADIOS

Position This Issue	Position 4/3/61 Issue	Brand	% of Total Points
1	1	RCA Victor . . . . .	23.8
2	3	General Electric . . . . .	17.2
3	2	Zenith . . . . .	12.3
4	—	Emerson . . . . .	7.2
5	5	Admiral . . . . .	5.7
5	—	Granco . . . . .	5.7
7	4	Motorola . . . . .	4.3
		Others . . . . .	23.8

### AM-FM TABLE RADIOS

Position This Issue	Position 4/3/61 Issue	Brand	% of Total Points
1	1	Zenith . . . . .	25.3
2	2	Magnavox . . . . .	15.7
3	4	RCA Victor . . . . .	14.9
4	3	Granco . . . . .	7.0
5	—	General Electric . . . . .	6.8
6	—	Motorola . . . . .	4.0
7	—	Emerson . . . . .	3.8
		Others . . . . .	22.5

## NEW DEALER PRODUCTS

### See & Hear Binoculars Debut



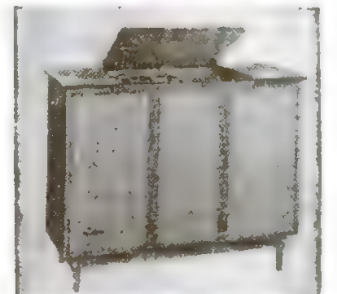
For sports fans especially, the Kalimar Company of St. Louis has perfected a combination of transistor radio

with 7-by-50 binoculars. The radio is a three-transistor set with telescoping antenna on the side of the case. The set also has an earphone for personal listening. It operates on a nine-volt battery and one volt Mercury activator.

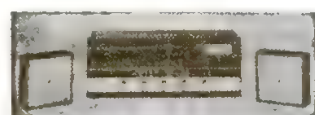
The binoculars have a field view of 372 feet at 1,000 yards. Both the binoculars and the radio are incorporated into one carrying case with shoulder strap, neck strap, and the entire combination sells for \$99.50.

### Early American Stereo Combo

This is an example of the current 1962 line of Admiral stereo phono-radio combinations. The set is housed in an Early American-style cabinet, contains six matched speakers, four-speed record changer, drift-free FM-AM radio tuner and has provision for easy installation of Admiral's version of FM stereo multiplexer which is optional.



### Stereo FM Radio Tops New Line



A self-contained stereo FM-AM unit with removable twin speaker enclosures tops the 1962 line of Granco FM

radios. The set, labeled Model 809, needs no further equipment to receive FM multiplex broadcasts. It contains two five-watt amplifiers, stereo phono input jacks and is housed in a cabinet available in walnut, mahogany or teak hardwood veneer. List price is \$99.95.

## ALBUM COVER OF THE WEEK



**STEAMER WITH THE MILES DAVIS QUINTET**—Miles Davis Quintet, Prestige 7200. Eye-catching cover in black, amber and gold with white printing. Candid photo of the artist lighting a cigarette is effective. Good display material for jazz section.



**THE PREMISE**—Original Cast Album. Vanguard VRS-9092. Striking cover for the off-Broadway show album in black, white and blue. Clever photos of the artists. Prime display item for the show counters.



## DISK DEALS FOR DEALERS

A summary of promotional opportunities for dealers by manufacturers and distributors currently offering records at special terms. Shown where available are starting and expiration dates for each deal, as well as the date of issue and page number of the original news story and/or advertisement providing details of each promotion. Please consult these for full information.

### CONCERT-DISC—Limited time only. Started May 8, 1961.

Dick Schory's "Re-Percussion" album is specially priced to the consumer at \$2.98 (mono or stereo) instead of \$4.98. Dealer maintains full mark-up.

### RCA VICTOR—Limited time only. Started May 29, 1961.

"Heart of the Symphony," LP by Fritz Reiner and the Chicago Symphony Orchestra, is specially priced to the consumer at a "Save \$2" introductory offer off the nationally advertised price.

### DECCA—Expires July 7, 1961. Started June 6, 1961.

"June is Jolson Month." Dealers are offered one album free for every six purchased on the label's Al Jolson catalog of nine albums. Details available through the label's distributor. See page 39, June 5 issue, for details.

### LIBERTY—Expires July 10, 1961. Started May 8, 1961.

Special 20 per cent discount programs to back up two Liberty LP releases: Gene McDaniels' "100 Pounds of Clay" and original sound track of "One-Eyed Jacks." Discounts are available on each for minimum orders of five LP's (stereo or mono-aural) plus 20 per cent off on records.

### CARLTON-IMPACT—Expires July 15, 1961. Started May 8, 1961.

"Summer Special" merchandise program. Distributors are offered one free LP for every four purchased on the new Carlton Charlie Parker "400" and "800" series and same deal on Carlton's new "Provocative Stereo" line called Impact.

### MERCURY—Expires July 15, 1961. Started June 15, 1961.

"Summer Sale-a-Rama." Program offers the current mid-June release, the label's Perfect Presence series, the LP series and the Wing series on a one-free-for-every-five-purchased basis. Remainder of the catalog comprised of all 12-inch LP's will be offered on a one-free-for-seven-purchased basis. See page 3, June 12 issue, for details.

### ROULETTE—Expires July 15, 1961. Started June 1, 1961.

"Summer Sales Plan." Through the distributor the dealer is offered two albums free for every 10 purchased. Program covers five albums in the June release plus entire catalogs of Roulette, Roost, Tico and Gee labels.

### AUDIO FIDELITY—Expires July 21, 1961. Started June 21, 1961.

Ten per cent discount on two LP's: "Sound Effects, Vol. 2," and "Roman Holiday," with Jo Basile.

### CANDID—Expires July 31, 1961. Started June 27, 1961.

"Summer Jazz Star Program." Label is offering distributors 15 per cent discount on complete catalog including five new releases. See separate story, current issue, for details.

### PARLIAMENT—Expires July 31, 1961. Started June 19, 1961.

One free album for every three purchased. See page 45, June 26 issue, for details.

### LIBERTY—Expires July 31, 1961. Started June 19, 1961.

Dealers are offered five-month billing, 20 per cent discount and a 100 per cent return as part of a special program supporting its Premier LP series. Minimum order is 20 Premier albums of the seven titles in the line in any assortment. See page 3, June 19 issue, for details.

### VERVE—Expires July 31, 1961. Started June 20, 1961.

"Operation Early Bird." Dealers are offered one album free for every three purchased. Program covers entire catalog plus seven June releases. See page 3, June 26 issue, for details.

### ATLANTIC-ATCO—Expires August 31, 1961. Started June 26, 1961.

"Summer LP Sales Incentive Program." Available through distributors, the label offers a 15 per cent discount on the entire LP catalogs of both labels, including new LP releases. See page 8, June 26 issue, for details.

### M-G-M—Expires August 31, 1961. Started July 1, 1961.

Label is offering one album free for every five purchased. Plan covers complete catalog. Also, 100 per cent exchange privilege on the label's 50 best-selling LP's.

### RICHMOND-TELEFUNKEN—Expires August 31, 1961. Started July 1, 1961.

A suggested 20 per cent discount offered to dealers through distributors. Program covers complete Richmond-Telefunken LP catalog including new releases.

### RIVERSIDE—No expiration date. Started February 6, 1961.

Dealers buying the Riverside Pre-Pak, a browser box containing 100 jazz singles, will receive a bonus of four albums from the LP catalog. See page 49, February 6 issue, for details.

### TIME—No expiration date. Started April 1, 1961.

Dealer is offered one LP free for every six purchased. Program covers complete catalog.

### MONITOR—No expiration date. Started June 19, 1961.

Three LP's are specially priced to the consumer at \$1.98. Soviet Army Chorus and Band, Vol. 4; Beethoven Piano Concerto No. 4 in G, Gilels, piano; Beethoven Piano Concerto No. 5 in E Flat Major, Gilels, piano.

## Transistor Has 5-Inch Speaker

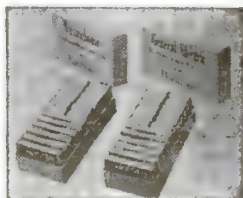


Zenith's Royal 500 transistor portable radio has a five-by-three-inch speaker. The set is of the shirt-pocket variety. The back of the radio is acoustically vented so as to relieve back pressure and permit high-efficiency operation of the speaker. Colors of the new set are ebony, ermine white, two-tone Ascot and Embassy gray. The Royal 500 Deluxe sells for \$60 while a companion Royal 400 is priced at \$39.95.

## Needles Come In Compact Package

Comprehensive packaging is a feature of the replacement needle line being marketed by the Fidelitone Company of Chicago. Thus far, the company has made packages available of GE, Zenith, Webcor, RCA and Stromberg-Carlson replacement needles. Each package holds 10 to 18 individual packages containing either a diamond or a sapphire replacement needle to fit every 1960 or 1961 phono model these companies have on the market. Other brands are in the process of being assembled.

Fidelitone believes that the all-in-one feature of the com-



compact package eliminates storage problems and confusion. Packed in the one box under the brand name are needles for replacement on portables, consoles, phono-radio combinations and phono-TV combinations.

## WITH THE COUNTRY JOCKEYS

By BILL SACHS

Deejay copies of "Don't Let Your Sweet Love Die," as done by Reno and Smiley and the Tennessee Cut-Ups on the King label, are available by writing to Carlton Hancey at Box 227, Roanoke, Va. . . . Michael M. Burke, who recently took over the personal management of Doug Swaney, is sending out deejay samples of the youngster's first release on the Carma label, "Fool About My Baby" and "Precious Gift." For a copy of the disk and a permanent spot on Carma's mailing list write Burke, on your station's letterhead, to Carma Records, 2230 Lowerline Street, New Orleans 18.

Station KOKE, Austin, Tex., has just converted from Top 40 programming to exclusive country and western, with overwhelming acceptance in the Central Texas market, according to Doris Barr, of the station's publicity staff. Veteran deejay Clyde (Barefoot) Chesser has come out of retirement to join the station's country music staff, which also includes Rusty Gabbard, formerly with Ernest Tubb's Troubadours; Bimbo Bob Lee and Jumbly Jerry Jackson. Chesser and Gabbard are also teaming to promote weekly c.&w. shows in the area. Les Ready, well-known West Texas promoter and public relations, who also serves as general manager of KOKE, is the man responsible for the switch to the full c.&w. format. KOKE welcomes c.&w. releases from artists and the various diskeries.

"We have been getting fair service on records but know we should be getting many more releases," writes Gil Luck, who conducts "Country Jamboree," programmed six days a week on WTRR, Sanford, Fla. "We feature the Top 30 c.&w. records every Saturday, with the help of Billboard Music Week, of course. Both sides of Webb Pierce's new one is going great guns here, as are Marty Robbins' 'Jimmy Martinez,' Patsy Cline's 'I Fall to Pieces,' Faron Young's 'Hello Walls,' and Kitty Wells' 'Heartbreak U.S.A.' . . . Putting in a plea for Decca country releases is Curtis Short, of Station KBOP, Pleasanton, Tex., while Al Lynch, of KSBK, C.P.O. Box 4, Naha, Okinawa, asks for c.&w. music of all kinds.

## FCC Overhaul

Continued from page 10

derella of 20 years ago. FCC notes that demand for FM service has reached the point where it faces the same problems which beset the AM broadcast service, such as competition for outlets, service area interference, and the random method of applicants selecting channels for FM operation in the absence of any national pattern. (FCC Commissioner Lee, at the recent NAB convention, proposed an immediate freeze on any further AM grants.) FCC says it is "particularly significant" that there are now nearly 1,100 commercial FM authorizations, which exceeds the peak of 1,020 in 1948, many of the latter having been abandoned because of the onslaught of TV. Number of commercial FM applicants has risen to nearly 100, and educational FM authorizations number 200.

## VOX JOX

Continued from page 10

that recording companies make their releases more available to college stations by removing relatively insignificant—although to many of us, prohibitive—fees and charges. It is impossible for the college station to subscribe to more than a few of the larger services; thus a great deal of talent is never heard by one of the nation's largest buying audiences, while college programming is often forced to become stilted and overly repetitious."

WAX WANTED: Chuck Camroux, CJFX, Antigonish, N. S., Canada, reports "We are in need of all new releases in all fields. Recently we changed to a format which features current pop and standards, plus all types of country and western disks. Our slogan is 'More music per hour than any other station in this area.' . . . Mike Pengra, of M-P Associates Broadcasters, Austin, Tex., needs "out-of-the-way records—wild, humorous—and other recordings that no other stations will play anytime or anywhere" for his midnight-4 a.m. program "Mosaic After Midnight," which is aired over an Austin FM station. Pengra neglected to send the call letters. Although the FM outlet is strictly a classical music station otherwise, Pengra's show features jazz and comedy wax.

THIS 'N' THAT: Bob Powers, WYDE, Birmingham, Ala., suggests that other cities might be interested in a recent local stunt tagged the "first annual Rebel Awards." The jock calls the stunt "Birmingham's answer to 'Oscar, Tony and Emmy.'" Local columnist Robert E. Lee (his real name) asked his readers to vote for their favorite radio and TV personalities, and the Rebel Awards were presented on the air. . . . Tommy Gilbert, WATM, Atmore, Ala., is looking for a recording of "The Perfect Song" by Elliot Lawrence. Gilbert uses the disk as his theme, but he recently broke his only copy and Columbia has deleted the platter from its catalog. Gilbert writes "Perhaps one of your many deejay readers or librarians has a copy they can send or tape for me."

E. Jonny Graff, veteran radio-TV broadcaster, has been named general manager of WNTA, AM and FM, Newark, N. J. He succeeds Ted Steele, who recently moved to WINS, New York, as general manager. . . . Jack Taylor is the new night jockey at WOND, Pleasantville, N. J. . . . Gene Anthony, formerly with WDRC, Hartford, Conn., has joined WACE, Springfield, Mass., in the 6-10 a.m. time slot.

NIGHT PEOPLE: Nighttime deejay Russ Simpson, CJLX, Fort William, Ontario, speaks up in defense of nighttime radio. He writes, "We (nighttime) jocks are competing with opposition (TV) that daytime deejays seldom have to worry about. Because of this, we have to use our imagination to make listening appealing to the listener as well as trying to avoid the bad habit of filling between disks with time and temperature. The person who listens to radio at night is doing so for one reason, because he wants to—unlike the daytime listener who turns on the radio through habit."

"To all program directors I say," continues Simpson, "forget your music formulas. Talk over with your nighttime jocks the possibility of staging 'specials' designed for their special audience. We here at CJLX for the past two months have presented a special program dubbed 'Sound Spectacular—Imperial Showcase.' Each program showcases an outstanding artist or performer. We have featured 'The Best of Stan Freberg,' 'The Best of Beafonte at Carnegie Hall,' 'The Best of the hungry I' and 'War of the Worlds,' Orson Welles' original Mercury Theater Presentation. All are available on records and the result is a show that would cost thousands of dollars to produce on television." The hour-long program (midnight-1 a.m.), notes Simpson, is so successful that it is sold out.

CHANGE OF THEME: Bob Kennedy (not the attorney general) has succeeded Ted Steele as emcee on "Dance Party," WNTA, Newark, N. J. Kennedy formerly had his own show on WPIX, New York, and has handled emcee spots on many network TV quiz shows. . . . Scott Noxon, KRBE-FM, Houston, has left for a six-week Army tour of duty at Fort Hood. . . . Lee Curtis has taken over the midnight-to-dawn shift at KHTT, Houston. Femme jockey Randi Rambo is new all-girl spinner at KILT, Houston.

Morton (Doc) Downey Jr., early-morning man at WICE, Providence, has taken on the additional chore of music director. . . . Bill Quinn, formerly with WPRO, Providence, has joined WTLB, Utica, N. Y., as program director-deejay in the 6-10 a.m. time slot. He formerly was with WNDR and WFBL, Syracuse. . . . Donald W. Insley is new program manager of CKEY, Toronto.

## LABEL-DEEJAY PROMOTIONS

Continued from page 10

spot campaigns. Voice tracks from "Fanny" by Leslie Caron, Maurice Chevalier and Producer-Director Joshua Logan are being prepared for jockeys.

Warner Bros. Records have also tied in with the Fairchild Camera Company's current merchandising campaign, "So You Want To Be a Star" and "Parrish" LP's are being made available as contest prizes through Fairchild.

ORIGINAL-CAST ALBUM PROMOTION: Record manufacturers are garnering unique exposure for original cast Broadway show albums these days on WQMR, Silver Spring, Md. (a

Washington, D. C., suburb). The station features two Broadway show albums every Saturday afternoon on its "Matinee at One" program. Ed Winton, the station's vice-president and general manager, worked out a monthly promotion whereby 45 listeners see the shows in person. The station charters a bus and offers a weekend in New York; round-trip transportation, hotel accommodations, two breakfasts and orchestra tickets to two top Broadway shows. Cost is \$50 per person. This past month the shows were RCA Victor's "Wildcat" and Capitol Records' "The Unsinkable Molly Brown."



BILLBOARD  
MUSIC WEEK

## HITS OF THE WORLD



## Europe

## FRANCE

This Week	Last Week	
1	1	PEPITO—Los Machucambos (Decca)
2	2	SUCU SUCU—Eddie Christiani (Columbia); Bob Azzam (Barclay); J. Helian (Festival)
3	5	F.B.I.—The Shadows (Columbia)
4	10	BABY SITTIN' BOOGIE—Buzz Clifford (London); Sacha Distel (Philips)
5	6	UNE SIMPLE CARTE POSTALE—Tino Rossi (Pathe); Maria Candido (Polydor)
6	3	EXODUS—Edith Piaf (Columbia)
7	4	LE BLEU DE L'ETE—Compagnons de la Chanson (Columbia)
8	7	PEPE—Dalida (Barclay); J. Boyer (Pathe)
9	11	NON JE NE REGRETTE RIEN—Edith Piaf (Columbia)
10	—	BLUE MOON—The Marcels (Ricordi)

## DENMARK

This Week	Last Week	
1	2	PEPE—Jorgen Ingmann (Metronome)
2	5	BLUE MOON—The Marcels (Sonet)
3	7	SURRENDER—Elvis Presley (RCA)
4	3	WHEELS—Calle Martins (Odeon)
5	—	SUCU SUCU—Ping-Ping (Ariola)
6	1	BABY SITTIN' BOOGIE—Buzz Clifford (Philips)
7	10	THEME FOR A DREAM—Cliff Richard (Columbia)
8	8	ANGELIQUE—Dario Campeotto (Sonet)
9	9	SAILOR—Petula Clark (Pye)
10	—	I'VE TOLD EVERY LITTLE STAR—Gitta (HMV)

## AUSTRIA

This Week	Last Week	
1	1	BABY SITTIN' BOOGIE—Ralf Bendix (Columbia)
2	5	WHEELS—Billy Vaughn (London)
3	2	SURRENDER—Elvis Presley (RCA)
4	4	APACHE—The Shadows (Columbia)
5	2	SUCU SUCU—Ping-Ping (Ariola)
6	7	RAMONA (in German)—Blue Diamonds (Philips)
7	8	PIGALLE—Bill Ramsey (Polydor)
8	10	ICH BIN FUR DIE LIEBE NICHT ZU JUNG—Conny (Electrola)
9	9	MIT SIEBZEHN—Ivo Robic (Polydor)
10	6	NON, JE NE REGRETTE RIEN—Edith Piaf (Columbia)

## HOLLAND

This Week	Last Week	
1	1	WHEELS—String-A-Longs (London)
2	2	ARE YOU SURE—The Allisons (Fontana)
3	3	BABY SITTIN' BOOGIE—Buzz Clifford (Philips)
4	2	NON, JE NE REGRETTE RIEN—Edith Piaf (Columbia)
5	5	CORRINA, CORRINA—Ray Peterson (London)
6	6	SURRENDER—Elvis Presley (RCA)
7	9	AFSCHEID VAN EEN SOLDAAT—Ria Valk (Fontana)
8	7	BLUE MOON—The Marcels (Colpix)
9	8	IN A LITTLE SPANISH TOWN—The Blue Diamonds (Decca)
10	10	MUSS I DENN—Elvis Presley (RCA)

## GERMANY

This Week	Last Week	
1	1	BABY SITTIN' BOOGIE—Ralf Bendix (Columbia); Buzz Clifford (Philips)
2	3	WIE DAMALS IN PARIS (in a Little Spanish Town)—Blue Diamonds (Fontana)
3	2	WHEELS—String-A-Longs (London); Billy Vaughn (London)
4	5	EIN SEEMANNSHERZ (L'amour et la mer)—Caterina Valente (Decca)
5	15	SCHONER FREMDE MANN (Someone Else's Boy)—Connie Francis (MGM)
6	8	AUF WIEDERSEHN—Gus Backus (Polydor)
7	4	DANKE FUR DIE BLUMEN (Wedding Cake)—Siv Malmkvist (Metronome)

6	6	WENN DIE SEHNSUCHT WAR—Freddie (Polydor)
9	7	BLUE MELODIE—Peter Kraus (Polydor)
10	10	AM SONNTAG WILL MEIN SUSSER MIT SEGELN GEH'N—Old Merry Tale Jazzband (Brunswick)
11	13	AHOI—OHE/ARE YOU SURE?—Blue Diamonds (Fontana); The Allisons (Fontana)
12	16	HUH—A—HOH (Wheels)—Trio Kolenka (Philips)
13	19	OH SO SWEET—Ted Herold (Polydor)
14	11	PARIS IST EINE REISE WERT—Peter Alexander (Polydor)
15	12	SURRENDER (Ich such' dich auf allen Wegen)—Gerd Botzcher (Decca); Elvis Presley (RCA)
16	14	DENN SIE FAHREN HINAUS AUF DAS MEER—Peggy Brown (Telefunken)
17	20	UBER ALLE SIEBEN MEERE—Lolita (Polydor)
18	17	DAS KANN MORGEN VORBEI SEIN—Heidi Bruhl (Philips)
19	26	CORINNA, CORINNA—Peter Beil (Fontana)
20	30	I BIN A STILLER ZECHER—Gus Backus (Polydor)
21	19	MISSOURI COWBOY (Mule Skinner Blues)—Peter Alexander/Bill Ramsey (Polydor)
22	18	SALOME—Die Rubin Boys (Bella Musica); Das Lucas-Quartett (Polydor)
23	22	WEITES LAND—Nina Zacha/Jimmy Makulis (Ariola)
24	21	SIEBEN MUSIKANTEN—Blue Diamonds (Fontana)
25	25	MEIN VATER WAR EIN COWBOY—Conny (Electrola)

## SPAIN

This Week	Last Week	
1	1	POETRY IN MOTION—Duo Dinamico (La Voz de su Amo)
2	2	MY HOME TOWN—Paul Anka (ABC-Hispavox)
3	5	LA NOVIA—Antonio Prieto (RCA)
4	3	15 ANOS TIENE MI AMOR—Duo Dinamico (La Voz de su Amo)
5	4	EXODUS—Duo Dinamico (La Voz de su Amo)
6	9	TONIGHT MY LOVE, TONIGHT—Paul Anka (ABC-Hispavox)
7	6	PEPE—Shirley Jones (Discophon)
8	7	ARE YOU LONESOME TONIGHT?—Elvis Presley (RCA)
9	10	SURRENDER—Elvis Presley (RCA)
10	11	ESTANDO CONTIGO—Marisol (Montilla)

## NORWAY

This Week	Last Week	
1	1	GREENFIELDS—Brothers Four (Philips)
2	4	HELLO MARY LOU—Ricky Nelson (California)
3	2	SURRENDER—Elvis Presley (RCA)
4	3	ARE YOU SURE?—The Allisons (Fontana)
5	8	RUNAWAY—Del Shannon (London)
6	5	RAMONA—Blue Diamonds (Fontana)
7	7	BABY SITTIN' BOOGIE—Buzz Clifford (Philips)
8	6	BLUE MOON—The Marcels (Sonet)
9	10	WOODEN HEART—Elvis Presley (RCA)
10	12	WHAT'D I SAY—Jerry Lee Lewis (London)

## Asia &amp; Pacific

## JAPAN

This Week	Last Week	
1	1	KITAKAMI YAKYOKU—Dark Ducks (King); Mahina Stars (Victor)
2	2	CALENDAR GIRL—Neil Sedaka (Victor)
3	3	LONELY SOLDIER BOY—Johnny Deerfield (Capitol)
4	4	TOKYO DODONPA MUSUME—Watanabe Mari (Victor)
5	5	G. I. BLUES—Elvis Presley (Victor)
6	9	BROKEN PROMISES—Henri De Paris (Colpix)
7	8	NORTH TO ALASKA—Johnny Horton (Columbia)
8	7	GINZA NO KOI NO MONOGATARI—Ishihara Yujiro (Teichiku)
9	6	PLEIN SOLEIL—The Film Symphonic Orch. (Polydor)
10	10	MUJO NO YUME—Sagawa Hitsu (Victor)

11	12	URAMACHI JINSEI—Mizuhara Hiroshi (Toshiba); Takagi Jyoji (Polydor)
12	17	ARE YOU LONESOME TONIGHT?—Elvis Presley (Victor)
13	—	DAREYORIMO KIMIO AISU—Matsuo Kazuko (Victor)
14	14	DODONPA NO. 5—Bandal Yoko (Polydor)
15	15	WHERE THE BOYS ARE—Connie Francis (MGM); Moriyama Kayoko (Toshiba)
16	11	SAILOR—Lolita (Polydor)
17	18	CORINNA, CORINNA—Ray Peterson (Atlantic)
18	13	ZOO BE ZOO BE ZOO—Moriyama Kayoko (Toshiba)
19	—	YOU'LL NEVER NEVER KNOW—The Platters (Mercury)
20	—	LAST DATE—Floyd Cramer (Victor)

## PHILIPPINES

This Week	Last Week	
1	1	PORTRAIT OF MY LOVE—Steve Lawrence (United Artists)
2	2	LITTLE DEVIL—Neil Sedaka (RCA)
3	3	SPEEDY GONZALES—David Dante (RCA)
4	4	YOU SET MY HEART TO MUSIC—Johnny Mathis (Columbia)
5	5	LA PACHANGA—Hugo and Luigi (RCA)
6	6	WONDERLAND BY NIGHT—Anita Bryant (Carlton)
7	7	TEMPTATION—Everly Brothers (Warner Bros.)
8	8	LITTLE BOY SAD—Johnny Burnette (Monument)
9	9	BUT YOU BROKE MY HEART—Teddy Randazzo (Dyna)
10	10	OH POO PAH DOO SHIMY SHIMY—Chubby Checker (Era)

## NEW ZEALAND

This Week	Last Week	
1	1	THEME FOR A DREAM—Cliff Richard (Columbia)
2	3	BUT I DO—Clarence (Frogman)
3	7	FIRST TASTE OF LOVE—Ben E. King (London)
4	8	RUNAWAY—Del Shannon (London)
5	5	YOU'RE THE LIMIT—The Deltones (Coronet)
6	2	WHEELS—Billy Vaughn (London)
7	11	100 POUNDS OF CLAY—Gene McDaniels (London)
8	14	ON THE REBOUND—Floyd Cramer (RCA)
9	—	BREAKIN' IN A BRAND NEW BROKEN HEART—Connie Francis (MGM)
10	4	MORE THAN I CAN SAY—Bobby Vee (London)
11	9	BLUE MOON—The Marcels (Pye)
12	13	THEY'LL NEVER TAKE HER LOVE FROM ME—Johnny Horton (Coronet)
13	16	WOODEN HEART—Elvis Presley (RCA)
14	—	GOODNIGHT IRENE—The Kellies (Viking)
15	—	RUNNING SCARED—Roy Orbison (London); Toni Williams (La Gloria)

## AUSTRALIA

This Week	Last Week	
1	1	TRAVELIN' MAN—Ricky Nelson (London)
2	14	RUNAWAY—Del Shannon (London)
3	2	SCOTTISH SOLDIER—Andy Stewart (Top Rank)
4	3	BABY FACE—Bobby Vee (London)
5	6	YOU'RE DRIVING ME CRAZY—Temperance Seven (Parlophone)
6	16	RUNNING SCARED—Roy Orbison (London)
7	4	ASIA MINOR—Kokomo (London)
8	5	LITTLE DEVIL—Neil Sedaka (RCA)
9	9	ON THE REBOUND—Floyd Cramer (RCA)
10	7	DREAM GIRL—Bryan Davies (HMV)
11	12	GOING STEADY—Col Joye (Festival)
12	11	OLD BLACK MAGIC—Bobby Rydell (HMV)
13	8	WHEELS—String-A-Longs (RCA)
14	10	I'VE TOLD EVERY LITTLE STAR—Linda Scott (Columbia)
15	13	MAGNIFICENT SEVEN—Al Caiola (London)
16	15	WOODEN HEART—Elvis Presley (RCA)
17	17	SURRENDER—Elvis Presley (RCA)
18	18	SITTING BY THE RIVER—Lonnie Lee (Leedon)
19	19	TAKE GOOD CARE OF HER—Adam Wade (HMV)
20	20	BREAKIN' IN A BRAND NEW BROKEN HEART—Connie Francis (MGM)

## The Americas

## MEXICO

This Week	Last Week	
1	1	PRESUMIDA—Los Teen Tops (Columbia)
2	2	ENORME DISTANCIA—J. A. Jimenez (RCA Victor)
3	4	LA CHUNGA—Perez Prado (RCA Victor)
4	3	ESCANDALO—M. A. Muniz (RCA Victor)
5	5	Y...—Javier Solis (Columbia)
6	6	NUNCA EN DOMINGO (Never on Sunday)—Los tres Diamantes (RCA Victor)
7	—	AGUJETAS COLOR DE ROSA—Los Hooligans (Columbia)
8	8	SUSPENSO INFERNAL—Los Dandys (RCA Victor)
9	11	POQUITA FE—Los tres Reyes (RCA Victor)
10	7	HISTORIA DE MI AMOR (Story of My Love)—Cesar Costa (Orfeon)

## ARGENTINA

This Week	Last Week	
1	1	MOLIENDO CAFE—Hugo Blanco (Polydor); Los Wawanco (Odeon)
2	2	MUNCA EN DOMINGO—Los Fernandez (Odeon); Caterina Valente (London); Don Costa (U. Artists)
3	3	LOS CAMPOS VERDES—Los Juveniles (Odeon)
4	5	MAS ALLA—Betty Curtis (Odeon)
5	4	VUELVE PRIMAVERA—Blue Cape (Columbia); Teddy Martino (Odeon); Johnny Tedesco (RCA)
6	6	SALTANDO EL PALO DE LA ESCOBA—Brenda Lee (Decca)
7	10	NUESTRO CONCIERTO—Pino Calvi (Odeon); Jose Guardiola (Odeon)
8	—	ANGELICA—Quilla Huasi (Philips); H. Guarani (Records)
9	7	LO SIENTO—Brenda Lee (Decca)
10	9	LA NOVIA—Antonio Prieto (RCA); Los Fernandez (Odeon)

## MEXICO

New Talent Surges  
On Mexican Labels

By OTTO MAYER-SERRA  
Editor, Audiomusica  
Apartado 8688, Mexico City

Many new voices in the Paul Anka tradition are being discovered by Mexican companies. Columbia made the first recording with Al Suarez and Dick Roel. RCA Victor discovered Felipe Bogalil, who no doubt will change his name when he starts recording. A new female voice for Vik is romantic Lety Cisneros, and Columbia's new star, Julissa, recorded "Ruedas" (Wheels), in an arrangement by orchestra leader Chuck Anderson.

## Veteran Hits

Chilean singer Antonio Prieto recorded his sixth LP at RCA Victor Mexicana and left June 29 for Buenos Aires, where he will appear for the first time in a weekly TV show on the Rio de la Plata station. Prieto has lived since 1955 in Mexico, without ever becoming popular here, until he recorded last November "La Novia" (The Bride). This song, issued by RCA in Buenos Aires, has become one of the biggest hits of all time in Argentina (nearly 250,000 singles sold) and has been a great success all over Latin America. The tune was written by Antonio's brother, Joaquin Prieto, and has also been recorded in Spain, Italy, France and Brazil.

## Visitors

More executives from its international affiliates visited RCA Victor Mexicana: Ethel Nagy Gabriel from Camden; and from Tokyo, T. Yagisawa, director of the record division of RCA and his assistant N. Itoh. The latter selected recordings of Mexican artists for promo-

## CHILE

This Week	Last Week	
1	2	POETRY IN MOTION—Pat Henry (Odeon)
2	3	NEVER ON SUNDAY—Don Costa (United Artists)
3	1	WILL YOU LOVE ME TOMORROW—The Shirelles (Top Rank)
4	—	WOODEN HEART—Elvis Presley (RCA)
5	6	TONIGHT, MY LOVE TONIGHT—Paul Anka (ABC-Paramount)
6	8	YOU'RE SIXTEEN—Pat Henry (Odeon)
7	—	THE GREEN LEAVES OF SUMMER—Frankie Avalon (Odeon)
8	—	LLORANDI ME DORMI—Bobby Capo (C.R.C.)
9	5	1 AND 20—Tommy Edwards (MGM)
10	—	BABY SITTIN' BOOGIE—Buzz Clifford (Columbia)

## NEW ZEALAND

Posa 'Wheels' Hit  
In Aussie Release

By FRED GEBBIE  
P.O. Box 2443, Auckland

The success of Peter Posa's local dishing of "Wheels" has reached Australia, where Festival Records will release Peter's latest efforts for Zodiac ("Shiek of Araby" and "Mocking Bird"). Peter is a multi-guitarist with a big future, and U. S. offers are expected.

## Disk Shorts

United Artists will make their first release in New Zealand under their own label this week, all singles, through Allied Distributors... Viking Records local hit "Goodnight Irene" already on the charts. The Kellies swing the oldie in a manner not unlike Johnny & The Hurricanes. Viking is seeking overseas distribution of the disk.

Mascot Recording Studios are offering, for International distribution, quality material for three LP's ranging from Dixieland jazz to cocktail accordion music, preview tapes available.

## Strong Singles

Strong singles from HMV this week are "Moody River" by Pat Boone (London); "Ja Da" by Johnny & The Hurricanes (London); "My Blue Heaven" by Bill Bobin (MGM)... Pye's newies include "Warpaint" by the Brook Bros. and "Have a Drink On Me" by Lonnie Donegan... Allied's are "Muskrat Ramble" by Freddy Cannon, and "Mama Said" by the Shirelles... Festival's include "You Can Depend on Me" by Brenda Lee... RCA's only single for the week: Hank Harper doing "Pony Time" and "Calcutta."

## New LP's

G. A. Wooller and Company, released the Concert-Disc stereo label this week made up of four LP's... Pye released "Sunday Best" by the Peter Knight Singers... HMV has a special release of a new low price LP catalog called "Concert Classics." All are new productions.

Record companies in New Zealand with catalogs available for the international market include: Zodiac Records, Ltd., P.O. Box 3044, Auckland; Kiwi Records Ltd., P.O. Box 6002, Wellington; Mascot Recording Company, Box 5393, Wellington; Viking Records Ltd., P.O. Box 1431, Wellington.

tion in Japan... From Madrid Cristobal Halffter, 31-year-old outstanding 12-tone composer, who will conduct with the National Symphony his "Microformas" in the Festival of Contemporary Music, to be held from July 3 to 12 at the Fine Arts Palace.



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## GERMANY

## Meisel Publishing Royal Cleffer; Jamie to Sign & Sing With Ariola

By BRIGITTE KEEB  
Music Editor, Automaten-Markt,  
Braunschweig

Meisel Publishing House, Berlin, has published four titles composed by Don Jaime de Mora Y Aragon, brother of Belgian Queen Fabiola; one of them "Sonnenaufgang in Rom" (Sunrise in Rome) will be sung by the composer himself in the CCC pic, "Adieu-lebwohl-Goodbye." As reported earlier, Don Jaime has made trial recordings for Ariola and is expected to be signed by the firm.

Vera Lynn and Harry Lewis, London publishing partner of Paul Siegel, Berlin, are to visit Siegel's Hi-Fi Publishing in Berlin next week. After the success of German version of the Allison's hit, "Are You Sure," entitled "Ahoi-Ohe," they gave the next Allison's title, "Words," to Siegel. Ralf Arnie wrote the German lyric and the Missouri, second prize winner of German Song Festival 1961, will record the tune on Decca.

Artone Gramophone, Haarlem, Netherlands, has sold the Eddy Christian record "Marianne," currently climbing the Benelux charts, to EMI for release in Germany, Switzerland, and Austria on Columbia label.

**RCA Meeting**  
During the German Phono Exhibition in Berlin, August 25 to September 3, RCA will hold its biggest European meeting with all European representatives. RCA Vice-President Dario Soria will attend this session.

**Changes**  
Fred Bertelmann, for several years with Electrola, where he had his international million seller "Der lachende Vagabond," left the firm to record with Polydor. Also one of the most capable Electrola pro-

By JIMMY JUNGEMANN  
102, Ismaninger Str., Munich

Munich music publisher Ralph Maria Siegel is in Spain for business. He will stay at the Rigat Hotel in Lloret de Mar at the Costa Brava for two weeks. ... Helmo ("Calcutta") Gaze has gone to Vienna to record new songs with German jazz star Inge Brandenburg.

**Publishing**  
Paul Siegel and his Hi-Fi Music pubby offer "A Hundred Pounds of Clay," published by George Plucos, with Gene McDaniels on London, with Chris Howland on Columbia. ... The Everly Brothers' "Temptation" and "Stick With Me Baby" on Warner Bros. ... The Marcells and their "Blue Moon" version is a hit here on the Colpix label, although the disk is banned on the Bavarian radio station for "bad taste."

Top Bonanza is still "Wheels" all over Germany. Featured are the Billy Vaughn and String-A-Longs version followed by the "Wheels Cha Cha" played by Joe Loss on HMV. ... U. S. standard "You're Drivin' Me Crazy" has two new disks for the German market: The Temperance Seven on Parlophone-Odeon, and the Swe-Danes on Warner Bros.

ducers, Hans Bertram, who produced the German version of "Babysitter Boogie," left the firm to join Polydor, where he will produce in co-operation with Kurt Feltz in Cologne. ... Swiss singer Jo Roland, famous here especially for his German version of Edmundo Ros' "Melody d'Amour," formerly with Telefunken-Decca, has signed an exclusive contract with Ariola.

## JAPAN

## Nippon Columbia Will Distribute Symphony Disks

By TEN KATTORI  
Yokohama Correspondent

A recording agreement was concluded June 22 between Nippon Columbia and Nippon Philharmonic Symphony Orchestra, which enables Nippon Columbia to distribute the orchestra's recordings not only to domestic markets but also to overseas nations through the Japanese diskery. The first October release scheduled in Nippon Columbia's new "Nippon Philharmonic Series" line will include two Japanese contemporary works: the symphonic suite "Noh-men" by Kiyoshige Koyama and "Ki-no-Kyoku" by Toru Takemitsu, as well as Schubert's "Unfinished Symphony." Each recording for the line will be made under the baton of Akio Watanabe, regular conductor of the orchestra.

**New Dance Rhythm**  
Indications here are that the Pachanga has gradually been taking the place of Dodopna, the dance from the Philippines which had been sweeping Japan for the past few months, particularly in the record industry.

The Pachanga was introduced here for the first time in April. In line with the trend, some of the Japanese diskeries are contemplating issuing Pachanga releases by dubbing master recordings of their respective affiliates in the U. S. On the other hand, the recordings of Japanese Pachanga, featuring local talents, are also expected very soon.

## NORWAY

## Home Talent Hunt To Enliven Market

By ESPEN ERIKSEN  
Akersgaten 34, Oslo

The big problem for Norwegian record companies these days is a lack of consumer interest in Norwegian records. Among the top 20 tunes of the week, not more than two records are of Norwegian origin, and even one of them is sung in English. That is "Soria Moria" (on Manu) by Norwegian pop artist Ray Adams. He recently signed a five-year contract with Pye of Great Britain and the record will shortly be issued in England. The other Norwegian record on the charts this week is "Det er fest oppi lia" by Grynet Molvig (on RCA). She appeared in the No. 17 spot and Ray Adams (whose real name is Ragnar Asbjornsen) is at No. 20.

Otherwise, American dominate the Norwegian charts so strongly that 7 out of the top 10 tunes are of American origin. Among them the three top records, and 11 out of the top 20 are American records.

In an effort to meet the problem, the Norwegian Columbia label (offshoot of British Columbia), in co-operation with an Oslo newspaper, is inviting every teenager in the country to tape a demo recording and send it to the company. The winner will be awarded a contract with Columbia, which in Norway is represented by the largest record company in the country, Iversen & Grogh A-S, Oslo. The company also represents Capitol, HMV, MGM, Parlophone, and others. Of course, the people in Columbia hope to stumble over more than one artist of great talent!

The same record company also invited the rejected composers of the Norwegian Eurovision Song Contest to participate in a "loser's competition" and found three good

(Continued on page 34)

## ITALY

## New Artist Scramble Nets Stars

By SAM'L STEINMAN  
Piazza S. Anselmo 1, Rome

In the scramble for new disk names, RCA with Nico Fidenco, Columbia with Pino Donaggio and Cetra with Milva seems to be on the top of the heap this year. Fonit has just taken over Giorgio Consolini.

The popularity of artists now on other labels can be seen in the fact that they are still issued in new combinations on their old ones. Examples are Caterina Valente, now on Decca, who has appeared on a new RCA LP. The same company has also continued to push Domenico Modugno, who is now on Fonit. Similarly, UA Records, which passed from Decca to CGD, are being promoted at this point by two houses. The Voce del Parone group recently added the ABC-Paramount label to a group which also includes Capitol.

## Disk Shorts

Miklos Rozsa is here to supervise the MGM discs for "The King of Kings" and "Mutiny on the Bounty," which will be recorded here and distributed in Italy by CGD, whose current hottest numbers are the Conze Francis recordings made in Italy.

Neapolitan Festival finally got late TV time to be transmitted by tape recording, but excitement is below that of other years. ... Ezio Radaelli, currently in U. S., is out to sign as many big international music names as possible for the forthcoming film, "The World's Greatest Songs."

Peppino di Capri, Nico Fidenco, Colin Hicks and the Brutes have all been cast in "Vacation at Silver Bay." ... New musical film which will seek marriage and love themes from all over the world, is being planned by Franco Caruso as "I Marry, You Marry." ... Idea has been previously explored with success by Alessandro Blasetti's "I Love, You Love" and Piero Vivarelli's "I Kiss, You Kiss."

## FRANCE

## Fad Pachanga Gets Diskery Push

By EDDIE ADAMIS  
92 quai du Marechal Joffre  
Courbevoile (Seine)

After the rock and roll craze, every major record label is now displaying a big batch of pachanga recordings. Anything using the word "pachanga," be it only the sleeve, is being used by the French diskeries to create a popular demand for what is already labeled "this summer's dance rhythm." However, many officials admit that, as in the U. S. the pachanga will not last, and that by September it may well be out of fashion.

Disk officials are concerned with poor record sales, which show a substantial drop compared with sales of two years ago.

However, some record labels are trying to evade the others path and construct something personal. Thus, Odeon's a.k.a. chief Pat Amoree just marketed a new LP titled "Le Tour de Notre France," for which he expected very good sales, because the launching of the record coincides with the starting of the Tour de France, world famous cycle race.

## Pubber Row

EMI's International Popular Repertoire chief Harry Walters has bought the publishing rights to "La Marches des Anges" (publisher: French Music) for seven countries.

## New Releases

In its "Jazz-Gallery" series Philips Records has issued three EP's, including the winners of Down Beat's Readers Poll 1960.

By DR. MARIO DE LUIGI  
Editor, "Musica e Dischi," Milan

"Tonight, My Love, Tonight," latest Paul Anka release here, is now headed to become one of the big hits of the month. This proves once more that Paul, biggest all-time selling artist for Italy with over 700,000 copies of "Diana," is still one of the most popular foreign artists in our country.

The American recording of "Giuggiola" by Dean Martin will soon be released in Italy by V.C.M., which distributes Capitol here. Corrado Lojacono, the author of the song, was recently signed up for a contract by another V.C.M. label, Pathe, and has a good seller on this label with his "Non So Resisterti" (I Can't Resist You) which was awarded a special prize at a recent festival in Milan.

V.C.M. will also issue on Capitol the first English version of San Remo winner "Al Di La" in a Janice Harper rendition.

Three vocalists who record for His Master's Voice will appear at the Festival of Neapolitan Song. Sergio Bruni, who had two songs in the San Remo finals, will sing "Te Pigliato 'o Sole" (Bruno and Virgili); Luciano Virgili, another big name on the local pop scene will sing "Tutt'e Dduje" (Bruno); and newcomer Enzo Jannace will sing "Nuttata 'e Manduline" (Jannace).

Giovanni Sarno is planning an all-time history of Neapolitan songs in the TV show, "Blue Hour," which will be shown in October. Last part will be directed by Vittorio DeSica.

Europe's top songs will be chosen July 4 in the finals of the "Song for Europe" radio program in which top authors have participated as lyricists in their national numbers. ... Latest Italian film sound tracks issued by RCA include "The Wastrel" and "Closed Doors." ... Graz, lots!

## BRITAIN

## Britons, Yanks Share Week's Disks

By DON WEDGE  
News Editor, New Musical Express

British single releases are generally split between local-made and American recordings. Last weekend, EMI issued nine titles; five were British and four were American. The latter titles were "Life Is But a Dream" by the Classics (Mercury), Jack Larson's "I Love the Way She Laughs" (Top Rank), the Pips: "Every Beat of My Heart" (Top Rank from Vee Jay) and the Pilton Men: "Gargantua" (Capitol). Pye, now stepping up purchase of U. S. masters, issued "Daddy's Home" by Shep and the Limelights (from Hull) and two other disks on its International label—"I'll Close

My Eyes" by the Skyliners and "Quite a Party" by the Fireballs. The Pye group issued seven other singles—all by British contract artists.

Even the German-owned Polydor label issued two singles of basically American origin—Tommy Zang's "I'm Gonna Slip You Offa My Mind" (from its tie with Hickory) and Stubby Kaye's "My Wife's a Striptease Dancer," commissioned by the label from

(Continued on page 34)

## AUSTRALIA

## Noel Brown Named to Festival Sales Post

By GEORGE HILDER  
19 Todman Ave., Sydney

To fill the place left vacant when Ken Taylor resigned his position, Festival Records has named Noel Brown national sales manager. Brown has been associated with Festival since its inception some nine years ago. He will report directly to General Manager Gordon Marshall and Executive Director Frederick Marks.

## Promotions

Jim Sutton, sales manager of Coronet Records, is working overtime promoting the pre-release of "TV Sing Along With Mitch Miller." The company is buying TV time on ATN in conjunction with the screening of the latest Mitch Miller TV Show. It is the first time in Australia that a record

(Continued on page 34)

## PHILIPPINES

## Joe Loco Waxes Philippine Folk Music for Villar Here

By LUIS MA. TRINIDAD  
264 Escolta, Manila

Joe Loco, one of the most popular purveyors of Latin Music, and his Quintette have recorded 12 Philippine tunes, mostly folk music. The new stereo LP by the popular pianist-arranger will be released locally on the Villar label, titled "Joe Loco in the Philippines."

The Latin American pianist-arranger, whose real name is Jose Esteves, arrived here with his quintette, Doodle Stevens, and Marcy Layne, singer and cornet player of Las Vegas. After fulfilling a 10-day contract the group departed for Los Angeles.

## SPAIN

## Alguero Cops Rights To Argentinian Tune

By RAUL MATAS  
Editor, Discomania  
32 Av. Jose Antonio, Madrid

Spanish publisher Augusto Alguero, flew to Buenos Aires to get the publishing rights here for "La Novia," No. 9 on Billboard's Argentine chart last week. He met there with Mauricio Brenner of Fermata and came back here with the song in his pocket. Brenner, who also does Spanish words for many American and European songs, is known as Ben Molar and works for Fermata as one of the big Latin American promoters. RCA released the Antonio Prieto version. Philips and Voz de su Amo are accelerating their pressings of Sacha Distel and Gloris Lasso's records. Young new talent from Spain is also preparing new releases to be launched during the summer.

Hundreds of new record shops

(Continued on page 34)

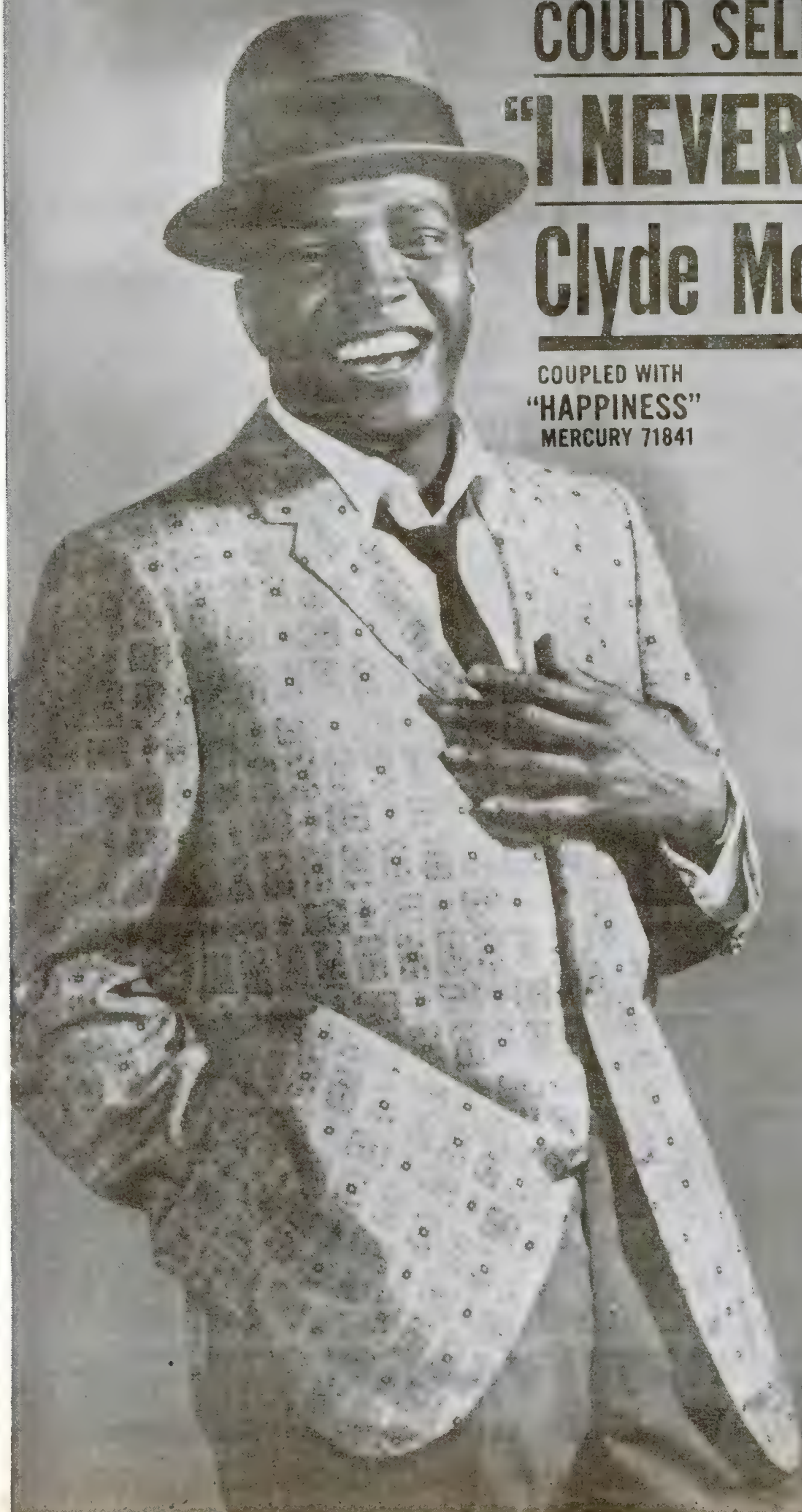


**I NEVER KNEW RECORDS  
COULD SELL SO FAST!**

**"I NEVER KNEW"**

**Clyde McPhatter**

COUPLED WITH  
"HAPPINESS"  
MERCURY 71841





# THE NATION'S TOP TUNES HONOR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING JULY 9

The Honor Roll of Hits comprises the nation's top tunes according to record sales and disk jockey performances as determined by Billboard Music Week's weekly nationwide surveys.

This Week	Last Week	Tune	Composer-Publisher	Weeks on Chart
1	2	QUARTER TO THREE	By Borge-Guida-Anderson-Rayster—Published by Fepe (BMI)	5
2	6	TOSSIN' AND TURNIN'	By Adams-Rene—Published by Steven (BMI)	5
3	8	BOLL WEEVIL SONG	By Clyde Otis-Brook Benton—Published by Play (BMI)	5
4	1	MOODY RIVER	By Gary Bruce—Published by Keva (BMI)	6
5	5	WRITING ON THE WALL	By Barkan-Baron-Eddy—Published by Winneton-Glenville (BMI)	5
6	7	EVERY BEAT OF MY HEART	By Johnny Otis—Published by Valjo (BMI)	5
7	3	RAINDROPS	By Dee Clark—Published by Conrad (BMI)	6
8	4	TRAVELIN' MAN	By Jerry Fuller—Published by Golden West Melodies (BMI)	4
9	10	YELLOW BIRD	By Luboff-Keith—Published by Frank (ASCAP)	14
10	13	NEVER ON SUNDAY	By Manos Hadjidakis—Published by Esteem-Sidmore (BMI)	4
11	9	THOSE OLDIES BUT GOODIES	By Paul Polito-Nick Curinga—Published by Maravilla (BMI)	6
12	11	STAND BY ME	By King-Glick—Published by Progressive-Trio (BMI)	2
13	22	SAN ANTONIO ROSE	By Bob Wills—Published by Bourne (ASCAP)	9
14	14	RUNNING SCARED	By Roy Orbison-Joe Melson—Published by Acuff-Rose (BMI)	8
15	16	HELLO MARY LOU	By Gene Pitney—Published by January (BMI)	4
16	15	DANCE ON LITTLE GIRL	By Paul Anka—Published by Spanka (BMI)	2
17	21	HATS OFF TO LARRY	By Del Shannon—Published by Vicki-McLaughlin (BMI)	3
18	20	HEART AND SOUL	By Carmichael-Loesser—Published by Famous (ASCAP)	6
19	12	YOU ALWAYS HURT THE ONE YOU LOVE	By Fisher-Roberts—Published by Pickwick (ASCAP)	31
20	19	EXODUS	By Gold—Published by Chappell (ASCAP)	2
21	23	TELL ME WHY	By Marshall Hefland-Don Carter—Published by Lion (BMI)	1
22	—	PLEASE STAY	By Bert Bacharach-Bob Hillard—Published by 11th Floor-Quartet-Walden (ASCAP)	6
23	18	BARBARA ANN	By Fassett—Published by Cousins-Shoestring (BMI)	1
24	—	IT KEEPS RAININ'	By Domino-Bartholomew-Guidry—Published by Travis (BMI)	9
25	24	HELLO WALLS	By Willie Nelson—Published by Pamper (BMI)	1
26	—	I LIKE IT LIKE THAT	By Chris Kenner—Published by Tune-Kel (BMI)	1
27	—	DUM DUM	By Sharon Sheeley-Jackie DeShannon—Published by Metric (BMI)	1
28	—	TOGETHER	By De Sylva, Brown & Henderson—Published by De Sylva, Brown & Henderson (ASCAP)	1
29	—	OLE BUTTERMILK SKY	By Hoagy Carmichael—Published by Burke-Van Heusen (ASCAP)	1
30	—	I'M COMIN' ON BACK TO YOU	By Al Kasha-Horace Ott—Published by Pearl (BMI)	1

## RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

1. QUARTER TO THREE — U. S. Bonds, Le Grand 1008.
2. TOSSIN' AND TURNIN' — Bobby Lewis, Beltone 1002.
3. BOLL WEEVIL SONG — Brook Benton, Mercury 71820.
4. MOODY RIVER — Pat Boone, Dot 16289; Chase Webster, Southern Sound 101.
5. WRITING ON THE WALL — Adam Wade, Coed 556.
6. EVERY BEAT OF MY HEART — Gladys Knight, Fury 1050; Mid-nights, Deluxe 6190; Pips, Vee Jay 386.
7. RAINDROPS — Dee Clark, Vee Jay 383.
8. TRAVELIN' MAN — Jo Morris, Herald 420; Ricky Nelson, Imperial 741.
9. YELLOW BIRD — Bards, Coca 1038; Gary Crosby, MGM 13017; Arthur Lyman Group, Hi Fi 5024; Mills Brothers, Dot 16234; Lawrence Welk, Dot 16232; Roger Williams, Kapp 408.
10. NEVER ON SUNDAY — Lale Anderson, King 5478; Chordettes, Cadence 1402; Don Costa, United Artists 234; Abbe Lane, Mercury 71835; Melina Mercouri, United Artists 304.
11. THOSE OLDIES BUT GOODIES — Little Caesar and the Romans, Del Fi 4158; Nino and the Ebb Tides, Madison 162.
12. STAND BY ME — Ben E. King, Atco 6194.
13. SAN ANTONIO ROSE — Floyd Cramer, RCA Victor 7893; Franca, Dolton 33.
14. RUNNING SCARED — Roy Orbison, Monument 438.
15. HELLO MARY LOU — Ricky Nelson, Imperial 5741.
16. DANCE ON LITTLE GIRL — Paul Anka, ABC-Paramount 10226.
17. HATS OFF TO LARRY — Del Shannon, Big Top 3075.
18. HEART AND SOUL — Cletones, Gee 1064; Jan and Dean, Challenge 9111.
19. YOU ALWAYS HURT THE ONE YOU LOVE — Clarence Henry, Argo 5388; Ada Lee, Atco 6189.
20. EXODUS — Pat Boone, Dot 16176; Ferrante and Teicher, United Artists 274; Eddie Harris, Vee Jay 378; Legends, Columbia 41949; Mantovani, London 1935; Medallion Strings, Medallion 602; Edith Piaf, Capitol 4564.
21. TELL ME WHY — Beltones, Sabrina 504.
22. PLEASE STAY — Drifters, Atlantic 2105.
23. BARBARA ANN — Regents, Gee 1065.
24. IT KEEPS RAININ' — Fats Domino, Imperial 5783.
25. HELLO WALLS — Faron Young, Capitol 4533.
26. I LIKE IT LIKE THAT — Chris Kenner, Instant 3229.
27. DUM DUM — Brenda Lee, Decca 31272.
28. TOGETHER — Connie Francis, MGM 13019; Steve Gibson, ABC-Paramount 10105; Guy Lombardo, Decca 27560.
29. OLE BUTTERMILK SKY — Bill Black's Combo, Hi 2636.
30. I'M COMIN' ON BACK TO YOU — Jackie Wilson, Brunswick 55216.

## Harry Kruze Dies

• Continued from page 2

ords Company in the post of Eastern division manager. He was later appointed vice-president and national sales manager of Decca. He left Decca to become executive vice-president of the fledgling American London Records label in the early 1950's, a post he held until his retirement last year due to ill health. Kruze has also served as senior vice-president of the Record Industry Association of America (RIAA).

A high requiem mass was said for Kruze last Tuesday (27) at the Roman Catholic Church of the Epiphany here. Among the disk industry figures attending the services were Ted Wallerstein, John Hammond, Leonard Schneider, Paul Southard, T. B. Tollerbond, Sydney Goldberg, Lou Sebok, Lou Weinstein and Sid Diamond. Kruze is survived by his brothers, Gus and William.

## Mike Maitland

• Continued from page 4

branch manager. In 1952-1953, he served as Chicago branch manager. He became Midwestern district sales manager, headquartered in Chicago, and held that post until 1955, when he was appointed CRDC's national sales manager operating out of New York City. Still serving as national sales manager, he moved his headquarters to Capitol's Tower here in 1956.

The following year, he was elevated to the parent firm as CRI's director of sales. He held this position until 1959 when he replaced Lloyd Dunn as CRI vice-president in charge of sales and merchandising. (Dunn became vice-president in charge of the artist & repertoire division.) In 1960, Maitland was elected president of CRDC, a position he has held until his present resignation. Prior to Maitland's becoming CRDC president, the top post had been held by CRI President Wallichs who will now re-assume the position.

## ARMADA Mature

• Continued from page 3

At subsequent conventions, it was announced, several awards would be presented to artists who have brought dignity and stature to the disk industry. Record sales will not be a factor in the granting of these plaques, it was stated. ARMADA members will soon receive exact qualifications.

ARMADA members will receive full, written reports of discussions at the convention. These will be prepared from transcripts made by two court reporters who attended all sessions.

All present ARMADA officers were unanimously re-elected. President Talmadge, in his closing remarks, noted with satisfaction the quiet dignity which had marked the proceedings.

## Am-Par on Search For Name Artists; Sign Brian Hyland

NEW YORK—ABC Paramount Records has been on a talent hunt for name artists this month. Latest pactee is best selling singles star Brian Hyland. Other recent signings by Am-Par include Maxine Brown, Erroll Garner and Jeanette (Baby) Washington — all best selling wax performers.

At the same time, Am-Par's jazz subsidiary label has inked Max Roach and Johnny Coltrane; while its new classical subsidiary, Westminster, has pacted opera stars Jan Peerce and Hilde Gueden, and conductor Knappos Busch.

It's interesting to note that both the Hyland and the Garner contracts involve outside record production firms. Hyland's disks are cut by Pogo Productions (Hyland's manager Sam Gordon, Peter Udell, and Gary Geld). Garner's material is sliced by his own Octave Records and distributed by Am-Par.

## Candid Label Debuts 'Jazz Star Program' Featuring 5 Albums

NEW YORK—Candid Records, jazz subsidiary label of Cadence, has announced a special "Summer Jazz Star Program," which highlights five new album releases. Distributors get 15 per cent bonus in free goods on the new release as well as on the label's entire catalog. A heavy consumer advertising and promotion campaign has been set.

Artists on the new release include Charlie Mingus, Max Roach, Eric Dolphy, Abbey Lincoln, Pee Wee Russell, Coleman Hawkins, Roy Eldridge, Joe Jones, Phil Woods, Bob Brookmeyer, Booker Ervin, Mal Waldron, Benny Bailey, Booker Little, Curtis Fuller, Tommy Flanagan and Julian Priester.

## SESAC Releases Fourth Of 'Drummers' Series

NEW YORK—SESAC Recordings last week released its latest country and western "Drummers" album featuring the Statesmen and the Blackwood Brothers, prominent gospel and country singing groups. Material for the album was written by J. D. Sumner, produced by Hubert Long and recorded in Nashville.

Designed expressly for country music stations, the disk is the fourth in a series of six albums which will be released by the end of 1961 and is offered on an exclusive basis to one station in each market. The sales and programming aids, the first of their kind ever produced especially for country music broadcasters, are now in use in nearly 100 key markets from coast to coast, SESAC says.

## Best Selling Sheet Music in U. S.

Tunes are ranked in order of their current national selling importance at the sheet music jobber level.

This Week	Last Week	Tune	Weeks on Chart
1	1	NEVER ON SUNDAY (Esteem-Sidmore, BMI)	10
2	2	EXODUS (Chappell, ASCAP)	32
3	4	CALCUTTA (Pincus-Symphony House, ASCAP)	27
4	5	APACHE (Regent, BMI)	17
5	6	WHEELS (Dundee, BMI)	20
6	7	LAST DATE (Acuff-Rose, BMI)	29
7	—	SAN ANTONIO ROSE (Bourne, ASCAP)	1
8	3	MOODY RIVER (Keva, BMI)	4
9	8	WONDERLAND BY NIGHT (Roosevelt, BMI)	24
10	14	HEY, LOOK ME OVER (Morris, ASCAP)	23
11	10	THE WRITING ON THE WALL (Winneton-Glenville, BMI)	6
12	14	YELLOW BIRD (Frank, ASCAP)	3
13	15	BOLL WEEVIL SONG (Play, BMI)	3
14	—	HELO MARY LOU (January, BMI)	1
15	—	THEME FROM GOODBYE AGAIN (United Artists, ASCAP)	1

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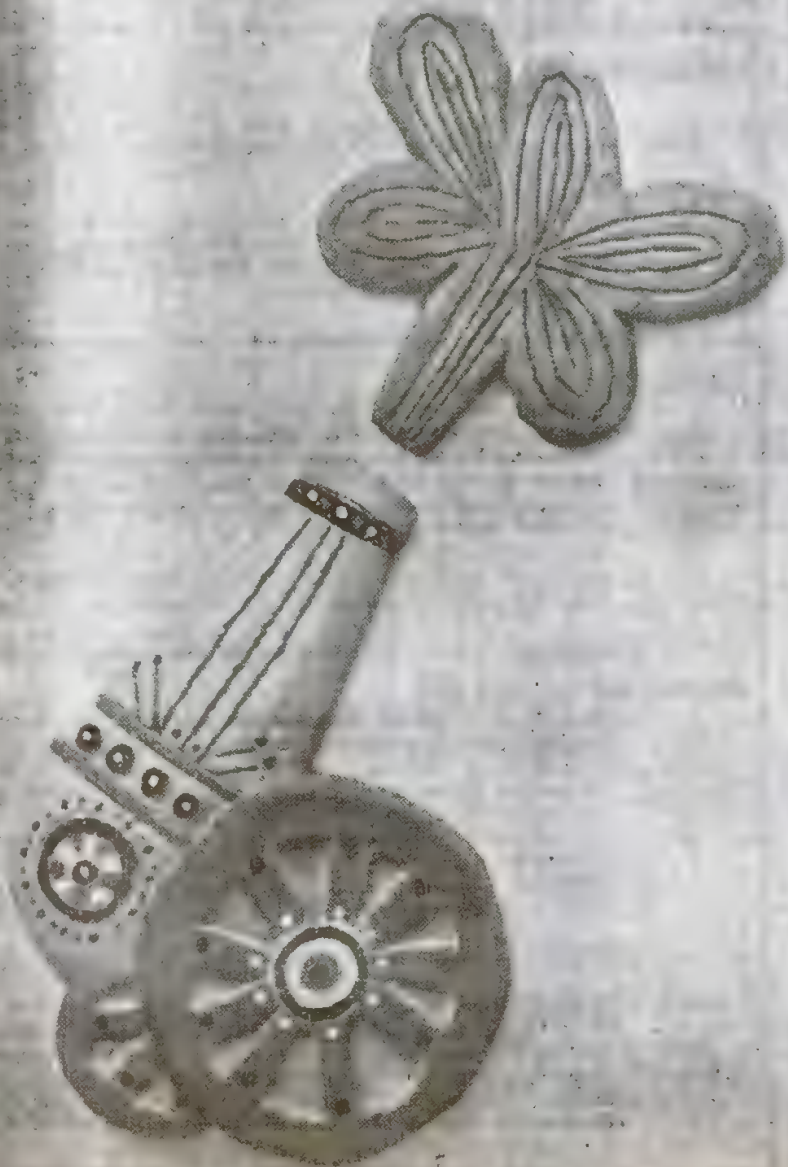




**FAST DELIVERY** is a Custom at RCA! When you have a record breaking big, you have to have all the records you need, when you need them. When Mr. RCA Custom handles things... brother, you got 'em! What's the key to RCA's speedy supply lines? Sure-fire three-plant service. With one factory on each coast—in New York and Hollywood, and one centrally located—in Indianapolis, RCA Custom offers you over-night shipping to any point in the nation. Call Mr. RCA Custom now, and watch his speed!

## RCA CUSTOM RECORD SALES

New York: 155 E. 24th St., MU 9-7200/Chicago: 445 N. Lake Shore Drive, WH 4-3215/Hollywood: 1510 N. Vine St., OL 4-1660  
Nashville: 800 17th Ave., S., AL 5-5781/Canada: RCA Victor Co., Ltd., 1001 Lenoir St., Montreal; 225 Mutual St., Toronto





# ALBUM PROGRAMMING & BUYING GUIDE

## TOP LP's BY CATEGORY

To help dealers buy and control and properly display inventory, and to help broadcasters program, the 200 Best Selling LP's are herewith listed by type of material and arranged alphabetically. The same 200 LP's are listed in order of sales strength on the cardboard insert.

### VOCAL LP's

Title (Label)	mono (Stereo) Top LP Rank
<b>Male Vocalists</b>	
ALL THE WAY (Cap)	10 (8)
ANKA AT THE COPA (ABC)	96
PAUL ANKA SINGS HIS BIG 15 (ABC)	52
CHET ATKINS' WORKSHOP (RCA)	99
BELAFONTE AT CARNEGIE HALL (RCA)	46 (34)
BELAFONTE RETURNS TO CARNEGIE HALL (RCA)	53
BROOK BENTON GOLDEN HITS (Mer)	82
BOBBY'S BIGGEST HITS (Cameo)	90
CALYPSO (RCA)	113
COME DANCE WITH ME (Cap)	134
DARIN AT THE COPA (Atco)	137
BOBBY DARIN STORY (Atco)	23
DEDICATED TO YOU (ABC)	48
GENIUS HITS THE ROAD (ABC)	101
GENIUS PLUS SOUL EQUALS JAZZ (Imp)	4 (43)
HEAVENLY (Col)	127
BUDDY HOLLY STORY (Cor)	79
JOHNNY HORTON'S GREATEST HITS (Col)	43
HYMNS (Cap)	57
I'LL BUY YOU A STAR (Col)	42
IT'S PONY TIME (Park)	110
JOHNNY'S GREATEST HITS (Col)	38
JOHNNY'S MOODS (Col)	140 (46)
NEARER THE CROSS (Cap)	130
NICE 'N' EASY (Cap)	61 (38)
NO ONE CARES (Cap)	120
RICK IS 21 (Imp)	27
RING-A-DING DING (Rep)	12 (12)
SINATRA'S SWINGIN' SESSION (Cap)	33 (26)
TOUCH OF YOUR LIPS (Cap)	118
TWIST (Park)	123
BOBBY VEE (Lib)	150
WARM (Col)	112

### Female Vocalists

CONNIE'S GREATEST HITS (MGM)	148
CONNIE FRANCIS AT THE COPA (MGM)	69
CONNIE FRANCIS SINGS JEWISH FAVORITES (MGM)	143
EMOTIONS (Dec)	44
ITALIAN FAVORITES (MGM)	58
LATIN A LA LEE (Cap)	111
BRENDA LEE (Dec)	98
MAKING THE KNIFE (Ver)	80
ROARIN' 20's (WB)	54
THIS IS BRENDA (Dec)	133

### Duos and Groups

ANOTHER SMASH, THE VENTURES (Dotson)	107
BEST MUSIC ON/OFF CAMPUS (Col)	72
ENCORE OF GOLDEN HITS (Mer)	25
FROM THE HUNGRY I (Cap)	75
HAWAII, SANTO AND JOHNNY (CA)	128
HERE WE GO AGAIN (Cap)	88
GOIN' PLACES, KINGSTON TRIO (Cap)	108
KINGSTON TRIO (Cap)	39
KINGSTON TRIO AT LARGE (Cap)	94
MAKE WAY (Cap)	9 (19)
SOLD OUT (Cap)	81
SOLID AND RAUNCHY, BILL BLACK'S COMBO (Hi)	129
STRING ALONG (Cap)	92
TONIGHT IN PERSON (RCA)	22 (41)

### Chorus

FIRESIDE SING ALONG WITH MITCH (Col)	71
FOLK SONG SING ALONG WITH MITCH (Col)	121
HAPPY TIMES SING ALONG WITH MITCH (Col)	20 (16)
MEMORIES SING ALONG WITH MITCH (Col)	31 (48)
MITCH'S GREATEST HITS (Col)	64
MORE SING ALONG WITH MITCH (Col)	66 (47)
PARTY SING ALONG WITH MITCH (Col)	65 (20)
SATURDAY NIGHT SING ALONG WITH MITCH (Col)	47
SENTIMENTAL SING ALONG WITH MITCH (Col)	77
SING ALONG WITH MITCH (Col)	16 (21)
STILL MORE SING ALONG WITH MITCH (Col)	51
TV SING ALONG WITH MITCH (Col)	19 (15)

### Mixed Voices

OLDIES BUT GOODIES (OS)	56
12 PLUS 3 EQUALS 15 HITS (End)	103

### CLASSICAL & SEMI-CLASSICAL LP's

BEETHOVEN: Wellington Victory (Mer)	39
THE LORD'S PRAYER (Col)	106
SIXTY YEARS OF MUSIC AMERICA LOVES BEST, VOL. 2 (RCA)	95

### INSTRUMENTAL LP's

Title (Label)	mono (Stereo) Top LP Rank
<b>Mood and Dance</b>	
BEST OF THE POPULAR PIANO CONCERTOS (WB)	30 (33)
BLUE HAWAII (Dot)	86 (40)
CALCUTTA (Dot)	3 (6)
CAMELOT, PERCY FAITH	147
ITALIA MIA (Lon)	37 (18)
LAST DATE (Dot)	136
MEMORIES ARE MADE OF THIS (Col)	36 (35)
MR. LUCKY GOES LATIN (RCA)	67
MUSIC FOR LOVERS ONLY (Cap)	29
ORANGE BLOSSOM SPECIAL & WHEELS (Dot)	35 (11)
SAH ALONG SILVER MOON (Dot)	142
SAY IT WITH MUSIC (Col)	105 (49)
SONGS TO REMEMBER (Lon)	87
SOUL OF SPAIN, VOL. 1 (Somerset)	116
STARS FOR A SUMMER NIGHT (Col)	11 (5)
TEMPTATION (Kapp)	68
TILL (Kapp)	124
WONDERLAND BY NIGHT (Dec)	28 (14)
<b>Jazz</b>	
DREAM STREET (ABC-Paramount)	143
EXODUS TO JAZZ (VJ)	29 (42)
PETE FOUNTAIN'S NEW ORLEANS (Cor)	131
AL HIRT, THE GREATEST HORN IN THE WORLD (RCA)	114
TIME OUT (Col)	119
<b>Teen Beat</b>	
ENCORE (CA)	126
WALK, DON'T RUN (Dot)	74
<b>Percussion and Sound</b>	
BONGOS (Com)	31
PERSUASIVE PERCUSSION, VOL. 1 (Com)	50
PERSUASIVE PERCUSSION, VOL. 2 (Com)	135 (30)
PERSUASIVE PERCUSSION, VOL. 3 (Com)	139 (3)
PROVOCATIVE PERCUSSION, VOL. 1 (Com)	17
PROVOCATIVE PERCUSSION, VOL. 2 (Com)	32
SHOW MUSIC	

### SHOW MUSIC

<b>Original Cast</b>	
BYE BYE BIRDIE (Col)	50
CAMELOT (Col)	1 (2)
CARNIVAL (MGM)	7 (9)
DO RE MI (RCA)	109 (23)
FIROELLO (Cap)	125
FLOWER DRUM SONG (Col)	132
GYPSY (Col)	76
HAPPIEST GIRL IN THE WORLD (Col)	144
IRMA LA DOUCE (Col)	115
MUSIC MAN (Cap)	93 (44)
MY FAIR LADY (Col)	45 (13)
THE SOUND OF MUSIC (Col)	18 (10)
SOUTH PACIFIC (Col)	60 (24)
TENDERLOIN (Cap)	59
UNSINKABLE MOLLY BROWN (Cap)	32 (45)
WEST SIDE STORY (Col)	41 (37)
WILDCAT (RCA)	15 (22)
<b>Sound Track</b>	
THE ALAMO (Col)	62
BEN-HUR (MGM)	63 (36)
CAN CAN (Cap)	146
EXODUS (RCA)	8 (1)
G. I. BLUES (RCA)	5 (27)
GIGI (MGM)	117
GONE WITH THE WIND (Camden)	149
KING AND I (Cap)	85
NEER ON SUNDAY (UA)	6 (25)
OKLAHOMA! (Cap)	73 (28)
PORGY AND BESS (Col)	91
SOUTH PACIFIC (RCA)	34
STUDENT PRINCE (RCA)	49

### Music From Musical Films and TV

FILM ENCORES (Lon)	100
GONE WITH THE WIND	78
GREAT MOTION PICTURE THEMES (UA)	2 (4)
MR. LUCKY (RCA)	102
MUSIC FROM EXODUS AND OTHER GREAT THEMES (Lon)	21 (7)
PETER GUNN (RCA)	84

### COMEDY LP's

AN EVENING WITH MIKE NICHOLS AND ELAINE MAY (Mer)	55
BUTTON-DOWN MIND OF BOB NEUHART (WB)	14
BUTTON-DOWN MIND STRIKES BACK (WB)	26
EDGE OF SHELLEY BERMAN (Ver)	141
HERE'S JONATHAN (Ver)	40
INSIDE SHELLEY BERMAN (Ver)	83
KICK THY OWN SELF (RCA)	122
KNOCKERS UP (Jub)	13
LAUGHING ROOM (Stereo)	70
MOMS MABLEY AT THE U. N. (Ch)	17
REJOICE DEAR HEARTS (RCA)	104
SINISATIONAL (Jub)	24
STAN FREDRUP PRESENTS THE UNITED STATES OF AMERICA, VOL. 1 (Cap)	138
WOODY WOODBURY LOOKS AT LOVE AND LIFE (Stereo)	89
IN LIVING BLACK & WHITE (Colpix)	97

The pick of the new releases:

## SPOTLIGHT ALBUMS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

### Pop

#### GET HAPPY

Ella Fitzgerald. Verve V 4036

#### ELLA FITZGERALD SINGS COLE PORTER

Ella Fitzgerald. Verve 4049

#### ELLA FITZGERALD SINGS MORE COLE PORTER

Ella Fitzgerald. Verve 4050—These three fine new "Ella" sets form the backbone of Verve's "Operation Early Bird" summer sales plan, and dealers can be glad. They are fine packages indeed, and each one keyed to the idea of tunes by top name cleffers of the show world, with which the gal has had big success in the past. "Get Happy" includes tunes by various writers—Burke Van Heusen, Johnny Mercer, etc., with arrangements by the likes of Nelson Riddle, Frank DeVol, Russ Garcia and Paul Weston. The other two sets are strictly the greater Porter library with listenable Buddy Bregman arrangements. All three should do business.

### FANNY

Sound Track. Warner Bros. W1416—The sound-track score of the upcoming film is sure to create solid excitement at record counters. The Harold Rome music retains the charm of its earlier Broadway version, under the baton here of Hollywood composer-conductor, Morris Stoloff, even though it is done without any vocal work in this track recording. Good cover shows Leslie Caron and Horst Buchholz, stars of the picture, in a tender moment.

### Low Priced Pop

#### SPECTACULAR

Various Artist. Liberty S 6604 (Stereo)—Here's a real bargain in the low-priced field. The package—featuring selections from seven of Liberty's Premier LP series—retails at \$1.49, monaural, and \$1.98, stereo. The lineup spotlights five lushly melodic sides by Felix Slatkin's string ork and the Johnny Mann Singers, plus listenable sides by Tommy Garrett's 50 Guitars, the Richard Marino ork, and Bessie Griffin and the Gospel Pearls.

### Country & Western

#### COWBOY COPAS

Starday SLP 144—Copas comes through with 12 tracks on this LP, all done in a most stimulating style. The country star is at his vocal best on the tracks, and his guitar picking is in top form. He plays a number of his strongest disk sellers: "Flat Top," "Filipino Baby," "Midnight in Heaven," "Signed, Sealed and Delivered" and "Settin' Flat on Ready." This set should be a very strong item with the country buyers with some overflow to country-oriented pop consumers.

### Sacred

#### THROUGH THE STATES

The Statesmen and Hovie Lister. RCA Victor LSP 2351 (Stereo & Monaural)—The renowned sacred group was caught in a live performance at Chicago's famous Medinah Temple on this recording, and the sound of the huge throng in itself generates a lot of excitement. Add to this the usual inspired performance of the group and it means a top-notch seller for dealers in the Bible Belt sectors. Such items as "Just a Little While," "It's So Wonderful" and "Our Debts Will Be Paid," are all here.

### Specialty

#### SOUNDS OF SEBRING 1961

Riverside RLP 95023 (Stereo & Monaural)—The Grand Prix of American sports car racing is the annual Sebring, Fla., 12-hour Endurance Race, and this is the sixth consecutive waxing of that race by the label. It is one of the best of the series, not because of the outcome, since the Ferraris won again, but because of the color of the pit conversations and the sounds of the race itself. A must for all racing fans, and a fun record to have besides. It was recorded at Sebring, Fla., March 25.

### Children

#### CARL SANDBERG'S POEMS FOR CHILDREN

Read by Carl Sandburg. Caedmon TC 1124—An unusual and remarkable disk. Youngsters never before exposed to poetry have their imaginations stretched by one hearing. Carl Sandberg's delightful and witty little poems, as read by the author, should charm youngsters with their lovely, funny, visual ideas. Kids who never realized they could like poetry should be tickled. A first-class gift item.

(Continued on page 30)



RCA VICTOR  
LSA-2365



Stereo-Orthophonic High Fidelity Recording

*Stereo Action*

THE SOUND YOUR EYES CAN FOLLOW

**SOUNDS  
TERRIFIC!**

THE CHORUS AND PERCUSSION OF  
KEITH TEXTOR



**SELLS  
TERRIFIC**

STEREO ACTION GETS BIG ACTION!  
Another must for stereo fans . . .  
another big one for stereo sales.  
In stunning STEREO ACTION—a  
wide range of excellent songs,  
from a rich, bustling Lullaby of  
Broadway to a winsome walk  
down Lonesome Road. Order up!



RCA VICTOR





★ STAR PERFORMERS—Selections registering greatest upward progress this week.										S Indicates that 45 r.p.m. stereo single version is available.										△ Indicates that 33 1/3 r.p.m. stereo single version is available.									
THIS WEEK	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	TITLE	Artist, Label & Number	WEEKS ON CHART						
1	1	3	9																		QUARTER TO THREE	U. S. Bonds, La Grand 1006	7						
2	4	7	17																		TOSSIN' AND TURNIN'	Bobby Lewis, Beltone 1002	11						
3	7	9	10																		BOLL WEEVIL SONG	Brook Benton, Mercury 71830	8						
4	2	5	5																		RAINDROPS	Dee Clark, Vee Jay 383	10						
5	6	6	6																		THE WRITING ON THE WALL	Adam Wade, Coed 550	8						
6	3	1	2																		MOODY RIVER	Pat Boone, Dot 16209	10						
7	5	2	1																		TRAVELIN' MAN	Ricky Nelson, Imperial 5741	11						
8	8	8	8																		EVERY BEAT OF MY HEART	Pips, Vee Jay 386	8						
9	9	10	11																		THOSE OLDIES BUT GOODIES	Little Caesar and the Romans, Del FI 4158	10						
10	11	15	23																		YELLOW BIRD	Arthur Lyman, Hi FI 5024	6						
11	10	4	4																		STAND BY ME	Ben E. King, Atco 6194	9						
12	13	16	21																		DANCE ON LITTLE GIRL	Paul Anka, ABC-Paramount 10220	6						
13	18	33	70																		HATS OFF TO LARRY	Del Shannon, Big Top 3075	5						
14	14	11	3																		RUNNING SCARED	Roy Orbison, Monument 438	13						
15	16	17	15																		HELLO MARY LOU	Ricky Nelson, Imperial 5741	10						
16	19	43	74																		SAN ANTONIO ROSE	Floyd Cramer, RCA Victor 7893	5						
17	12	12	14																		YOU ALWAYS HURT THE ONE YOU LOVE	Clarence Henry, Argo 5388	8						
18	17	13	13																		BARBARA ANN	Regents, Gee 1065	8						
19	20	30	41																		TELL ME WHY	Belmonts, Sabrina 500	7						
20	31	69	—																		DUM DUM	Brenda Lee, Decca 31272	3						
21	38	53	65																		PLEASE STAY	Drifters, Atlantic 2105	5						
22	22	18	43																		HEART AND SOUL	Cleftones, Gee 1064	7						
23	32	49	72																		I'M COMIN' ON BACK TO YOU	Jackie Wilson, Brunswick 55216	4						
24	28	40	44																		IT KEEPS RAININ'	Fats Domino, Imperial 5753	8						
25	41	71	75																		I LIKE IT LIKE THAT	Chris Kenner, Instant 3229	6						
26	34	55	77																		OLE BUTTERMILK SKY	Bill Black's Combo, Hi 2036	5						
27	21	19	18																		HELLO WALLS	Faron Young, Capitol 4533	13						
28	30	57	67																		TONIGHT (COULD BE THE NIGHT)	Velvets, Monument 441	6						
29	39	68	—																		YOU CAN'T SIT DOWN (Part II)	Phillip Upchurch Combo, Boyd 1026	3						
30	25	21	26																		RAMA LAMA DING DONG	Edsels, Twin 700	10						
31	23	20	24																		PEANUT BUTTER	Marathons, Arvue 5027	11						
32	33	46	51																		MY KIND OF GIRL	Matt Monro, Warwick 636	6						
33	48	—	—																		TOGETHER	Connie Francis, MGM 13019	2						
34	36	47	64																		CUPID	Sam Cooke, RCA Victor 7883	5						
35	15	14	7																		I FEEL SO BAD	Elvis Presley, RCA Victor 7880	8						
36	68	98	—																		NEVER ON SUNDAY	Chordettes, Cadence 1402	3						
37	43	62	66																		JURA (I SWEAR I LOVE YOU)	Les Paul and Mary Ford, Columbia 41994	9						
38	50	61	71																		SACRED	Castells, Era 3048	6						
39	62	85	—																		LET'S TWIST AGAIN	Chubby Checker, Parkway 824	3						
40	29	23	25																		LITTLE EGYPT	Coasters, Atco 6192	11						
41	35	48	61																		THREE HEARTS IN A TANGLE	Roy Drusky, Decca 31193	13						
42	24	25	27																		I'M A FOOL TO CARE	Joe Barry, Smash 1792	11						
43	63	—	—																		POMP AND CIRCUMSTANCE	Adrian Kimberly, Calliope 4501	2						
44	27	29	32																		TEMPTATION	Everly Brothers, Warner Bros. 5220	6						
45	59	39	37																		NEVER ON SUNDAY	Don Costa, United Artists 234	24						
46	44	38	40																		BETTER TELL HIM NO	Starlets, Pam 1003	11						
47	51	66	84																		NATURE BOY	Bobby Darin, Atco 6196	4						
48	87	—	—																		HEART AND SOUL	Jan and Dean, Challenge 9111	2						
49	54	64	68																		I FALL TO PIECES	Patsy Cline, Decca 31285	7						
50	61	70	83																		FOOL THAT I AM	Etta James, Argo 5390	4						
51	52	75	98																		SHOULD I	String-A-Longs, Warwick 654	4						
52	77	—	—																		THE SWITCH-A-ROO	Hank Ballard and the Midnighters, King 5510	2						
53	67	—	—																		YOU'LL ANSWER TO ME	Patti Page, Mercury 71823	2						
54	26	27	48																		WILD IN THE COUNTRY	Elvis Presley, RCA Victor 7880	5						
55	72	—	—																		DREAM	Etta James, Argo 5390	2						
56	65	77	92																		WATCH YOUR STEP	Bobby Parker, V-Tone 223	4						
57	47	52	55																		I DON'T MIND	James Brown, King 5466	8						
58	73	95	—																		SEA OF HEARTBREAK	Don Gibson, RCA Victor 7890	3						
59	99	—	69																		RAININ' IN MY HEART	Slim Harpo, Excello 2194	5						
60	—	—	—																		THE FISH	Bobby Rydell, Cameo 192	1						
61	82	—	—																		THAT'S WHAT GIRLS ARE MADE FOR	Spinners, Tri-Phi 1001	2						
62	40	35	38																		COUNT EVERY STAR	Donnie and the Dreamers, Whale 500	10						
63	83	—	—																		QUITE A PARTY	Fireballs, Warwick 644	2						
64	37	31	20																		TRAGEDY	Fleetwoods, Dolton 40	12						
65	80	97	—																		THE CHARLESTON	Ernie Fields, Rendezvous 150	3						
66	74	86	100																		BOBBY	Neil Scott, Portrait 102	4						
67	71	73	76																		THE GIRL'S A DEVIL	Dukays, Nat 1003	8						
68	—	—	—																		LAST NIGHT	Mar-Keys, Satellite 107	1						
69	98	—	—																		WOODEN HEART (Muss I Denn)	Joe Dowell, Smash 1708	2						
70	78	99	—																		NO, NO, NO	Chanters, Deluxe 6191	3						
71	66	84	—																		I'VE GOT NEWS FOR YOU	Ray Charles, Impulse 202	3						
72	—	—	—																		EVENTUALLY	Brenda Lee, Decca 31272	1						
73	75	81	94																		MOM AND DAD'S WALTZ	Patti Page, Mercury 71823	4						
74	—	—	—																		PRETTY LITTLE ANGEL EYES	Curtis Lee, Dunes 2007	1						
75	94	72	79																		YELLOW BIRD	Lawrence Welk, Dot 16222	4						
76	69	83	—																		A SCOTTISH SOLDIER	Andy Stewart, Warwick 627	6						
77	90	—	—																		TE-TA-TE-TA-TA	Ernie K-Doe, Minit 627	2						
78	81	82	86																		HOLD BACK THE TEARS	Delacardos, United Artists 310	5						
79	79	91	—																		I'M GONNA KNOCK ON YOUR DOOR	Eddie Hodges, Cadence 1397	3						
80	70	80	88																		DAYDREAMS	Johnny Crawford, Del FI 4162	4						

★ I'LL BE THERE										1									
Damita Jo, Mercury 71840																			
82 86 96 97 JOANIE										4									
Frankie Calen, Spark 902																			
84 — — — TIME WAS										1									
Flamingos, End 1092																			
85 — — — A TEAR										1									
Gene McDaniels, Liberty 55344																			
86 — — — DON'T BET MONEY HONEY										1									
Linda Scott, Canadian-American 127																			
87 — — — HILLBILLY HEAVEN										1									
Tex Ritter, Capitol 4567																			
87 89 90 99 BLUE TOMORROW										4									
Billy Vaughn, Dot 16220																			
88 100 — — TAKE A FOOL'S ADVICE										2									
Nat King Cole, Capitol 4582																			
89 91 93 — POINT OF NO RETURN										3									
Adam Wade, Coed 550																			
90 — — — TENDER YEARS										1									
George Jones, Mercury 71804																			
91 — — — GRANADA										1									
Frank Sinatra, Reprise 20010																			
92 — — — MY TRUE STORY										1									
Jive Five, Beltone 1006																			
93 85 88 91 THEME FROM GOODBYE AGAIN										4									
Ferrante and Teicher, United Artists 319																			
94 96 100 — I'LL NEVER BE FREE										3									
Kay Starr, Capitol 4583																			
95 — — — PRINCESS										1									
Frank Carl, Crusade 1022																			
96 — — — LA DOLCE VITA										1									
Ray Ellis, RCA Victor 7888																			
97 — — — BROKEN HEARTED										1									
Miracles, Tamla 54044																			
98 — — — ONE SUMMER NIGHT										1									
Diamonds, Mercury 71831																			
99 — — — PEANUTS										1									
Rick and the Keens, Smash 1705																			
100 — — — THE GUNS OF NAVARONE										1									
Joe Reisman, Landa 674																			

BUBBLING UNDER THE HOT 100									
1. MONDAY TO SUNDAY Alan Dale, Sinclair 1003									
2. BOOGIE WOOGIE B. Bumble and the Singers, Rendezvous 151									
3. WOODEN HEART (Muss I Denn) Gus Bockus, Fono-Graf 1234									
4. THE ASTRONAUT Jose Jimenez, Kapp 409									
5. MICHAEL Highwaymen, United Artists 258									
6. PITTER PATTER Four Sportsmen, Sunnysbrook 4									
7. LIFE IS BUT A DREAM Earls, Rome 101									
8. LONESOME FOR YOU MAMA Anita Bryant, Carlton 553									
9. LIFE IS BUT A DREAM, SWEETHEART Classics, Mercury 71829									
10. THE FLOAT Hank Ballard and the Midnighters, King 5510									

## BUBBLING UNDER THE HOT 100

1. MONDAY TO SUNDAY ..... Alan Dale, Sinclair 1003
2. BOOGIE WOOGIE, B. Bumble and the Stingers, Rendezvous 151
3. WOODEN HEART (Muss I Denn) ..... Gus Bockus, Fono-Graf 1234
4. THE ASTRONAUT ..... Jose Jimenez, Kapp 409
5. MICHAEL ..... Highwaymen, United Artists 258
6. PITTER PATT ..... Four Sportsmen, Sunnyside 4
7. LIFE IS BUT A DREAM ..... Earls, Rome 101
8. LONESOME FOR YOU MAMA ..... Anita Bryant, Carlton 553
9. LIFE IS BUT A DREAM, SWEETHEART ..... Classics, Mercury 71829
10. THE FLOAT ..... Hank Ballard and the Midnighters, King 5510
11. VOYAGE TO THE BOTTOM OF THE SEA ..... Frankie Avalon, Chancellor 1081
12. A THING OF THE PAST ..... Shirelles, Scepter 1220
13. DON'T FORGET I LOVE YOU ..... Butones, Enrica 1007
14. STARLIGHT ..... Preludes Five, Plk 231
15. SOMEBODY NOBODY WANTS ..... Dion, Laurie 3101
16. NOW YOU KNOW ..... Little Willie John, King 5516
17. STRANDED IN THE JUNGLE ..... Vibrations, Checker 982
18. I DON'T WANT TO TAKE A CHANCE ..... Mary Wells, Motown 1011
19. MY CLAIRE DE LUNE ..... Steve Lawrence, United Artists 335
20. IF ..... Paragons, Top 101

## HOT 100—A TO Z

- |                              |     |                                |    |
|------------------------------|-----|--------------------------------|----|
| Barbara Ann                  | 10  | Never on Sunday (Costa)        | 45 |
| Better Tell Him No           | 46  | No, No, No                     | 45 |
| Blue Tomorrow                | 87  | Ole Buttermilk Sky             | 26 |
| Bobby                        | 86  | One Summer Night               | 98 |
| Boll Weevil Song             | 97  | Peanut Butter                  | 31 |
| Broken Hearted               | 45  | Please Stay                    | 21 |
| Charleston, The              | 100 | Point of No Return             | 89 |
| Count Every Star             | 62  | Pomp and Circumstance          | 43 |
| Cupid                        | 34  | Pretty Little Angel Eyes       | 74 |
| Dance on Little Girl         | 12  | Princess                       | 93 |
| Daydreams                    | 80  | Quarter to Three               | 1  |
| Don't Bet Money Honey        | 85  | Quite a Party                  | 63 |
| Dream                        | 50  | Raindrops                      | 4  |
| Dum Dum                      | 72  | Rainin' in My Heart            | 59 |
| Eventually                   | 72  | Rama Lama Ding Dong            | 30 |
| Every Beat of My Heart       | 8   | Running Scared                 | 14 |
| Fish, The                    | 60  | Sacred                         | 38 |
| Feel That I Am               | 30  | San Antonio Rose               | 16 |
| Girl's a Devil, The          | 67  | Sea of Heartbreak              | 58 |
| Granada                      | 91  | Scottish Soldier, A            | 76 |
| Guns of Navarone, The        | 100 | Should I                       | 51 |
| Hats Off to Larry            | 13  | Stand By Me                    | 11 |
| Heart and Soul (Jan & Dean)  | 43  | Switch-A-Roo, The              | 52 |
| Hello Mary Lou               | 15  | Take a Fool's Advice           | 88 |
| Hillbilly Heaven             | 27  | Te-Ta-Te-Ta-Ta                 | 77 |
| Holla Walls                  | 86  | Tear A                         | 84 |
| Hillbilly Heaven             | 86  | Tell Me Why                    | 44 |
| Hold Back the Tears          | 57  | Temptation                     | 19 |
| I Don't Mind                 | 57  | Tender Years                   | 90 |
| I Fall to Pieces             | 25  | That's What Girls Are Made For | 61 |
| I Feel So Bad                | 25  | Theme From Goodbye Again       | 93 |
| I Like It Like That          | 81  | Those Oldies But Goodies       | 9  |
| I'll Be There                | 94  | Three Hearts in a Tangle       | 41 |
| I'm a Fool to Care           | 42  | Time Was                       | 83 |
| I'm Comin' on Back to You    | 33  | Together                       | 33 |
| I'm Gonna Knock on Your Door | 79  | Tonight                        | 28 |
| It Keeps Rainin'             | 24  | Tossin' and Turnin'            | 64 |
| I've Got News for You        | 71  | Tragedy                        | 7  |
| Joanie                       | 82  | Travelin' Man                  | 7  |
| Jura (I Swear I Love You)    | 37  | Watch Your Step                | 56 |
| La Dolce Vita                | 96  | Wild in the Country            | 54 |
| Let's Twist Again            | 39  | Wooden Heart                   | 69 |
| Little Egypt                 | 10  | Writing on the Wall, The       | 5  |
| Moody River                  | 6   | Yellow Bird (Lyman)            | 10 |
| Mom and Dad's Waltz          | 73  | Yellow Bird (Welk)             | 73 |
| My Kind of Girl              | 32  | You Always Hurt the One You    | 17 |
| My True Story                | 92  | Love                           | 17 |
| Nature Boy                   | 47  | You Can't Sit Down (Part II)   | 29 |
| Never on Sunday (Chordettes) | 36  | You'll Answer to Me            | 83 |



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★ STAR PERFORMERS—selections on Chart 9 weeks or less registering greatest upward progress this week.

① Indicates those LP's on the charts 9 weeks or less (see weeks on chart column).

## 150 Best Selling

## MONAURAL LP's

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	CAMELOT Original Cast, Columbia KOL 5620	24
2	2	GREAT MOTION PICTURE THEMES Various Artists, United Artists UAL 3122	23
3	5	CALCUTTA Lawrence Welk, Dot DLP 2359	23
4	6	GENIUS PLUS SOUL EQUALS JAZZ Ray Charles, Impulse A-2	15
5	4	G. I. BLUES Elvis Presley, RCA Victor LPM 2256	36
6	3	NEVER ON SUNDAY Sound Track, United Artists UAL 4070	24
7	13	CARNIVAL Original Cast, MGM E 3946	6
8	14	EXODUS Sound Track, RCA Victor LOC 1058	25
9	8	MAKE WAY Kingston Trio, Capitol T 1474	19
10	7	ALL THE WAY Frank Sinatra, Capitol W 1538	13
11	15	STARS FOR A SUMMER NIGHT Various Artists, Columbia PM 1	6
12	9	RING-A-DING DING Frank Sinatra, Reprise R 1001	10
13	10	KNOCKERS UP Rusty Warren, Jubilee JLP 2029	35
14	12	BUTTON-DOWN MIND OF BOB NEWHART Warner Bros. 1379	60
15	11	WILDCAT Original Cast, RCA Victor LOC 1060	24
16	19	SING ALONG WITH MITCH Mitch Miller, Columbia CL 1160	155
17	17	MOM'S MABLEY AT THE U. N. Chess 1452	10
18	20	THE SOUND OF MUSIC Original Cast, Columbia KOL 5450	81
19	29	TV SING ALONG WITH MITCH Mitch Miller, Columbia CL 1628	6
20	16	HAPPY TIMES SING ALONG WITH MITCH Mitch Miller, Columbia CL 1568	17
21	18	MUSIC FROM EXODUS AND OTHER GREAT THEMES Mantovani, London LL 3231	29
22	22	TONIGHT IN PERSON Limeliters, RCA Victor LPM 2272	19
23	33	BOBBY DARIN STORY Atco 131	7
24	21	SINISTRAL Rusty Warren, Jubilee JGM 2034	7
25	23	ENCORE OF GOLDEN HITS Platters, Mercury MG 20472	69
26	24	BUTTON-DOWN MIND STRIKES BACK Bob Newhart, Warner Bros. 1393	34
27	34	RICK IS 21 Ricky Nelson, Imperial LP 9152	6
28	27	WONDERLAND BY NIGHT Bert Kaempfert, Decca DL 4101	27
29	42	EXODUS TO JAZZ Eddie Harris, Vee Jay 3016	6
30	30	BEST OF THE POPULAR PIANO CONCERTOS George Greeley, Warner Bros. X 1410	7
31	25	MEMORIES SING ALONG WITH MITCH Mitch Miller, Columbia CL 1542	34
32	26	UNsinkable MOLLY BROWN Original Cast, Capitol WAO 1509	28
33	28	SINATRA'S SWINGIN' SESSION Frank Sinatra, Capitol W 1491	16
34	31	SOUTH PACIFIC Sound Track, RCA Victor LOC 1032	171
35	54	ORANGE BLOSSOM SPECIAL AND WHEELS Billy Vaughn, Dot DLP 2366	10
36	52	MEMORIES ARE MADE OF THIS Ray Conniff, Columbia CL 1574	21
37	46	ITALIA MIA Mantovani, London LL 3239	6
38	35	JOHNNY'S GREATEST HITS Johnny Mathis, Columbia CL 1133	166
39	39	KINGSTON TRIO Capitol T 996	137
40	47	HERE'S JONATHAN Jonathan Winters, Verve MG 15025	6
41	37	WEST SIDE STORY Original Cast, Columbia OL 5230	39
42	50	I'LL BUY YOU A STAR Johnny Mathis, Columbia CL 1623	6
43	48	JOHNNY HORTON'S GREATEST HITS Columbia CL 1596	19
44	53	EMOTIONS Brenda Lee, Decca DL 4104	6
45	32	MY FAIR LADY Original Cast, Columbia OL 5090	274
46	38	DELA FONTE AT CARNEGIE HALL Harry Belafonte, RCA Victor LOC 6006	87
47	36	SATURDAY NIGHT SING ALONG WITH MITCH Mitch Miller, Columbia CL 1414	46
48	40	DEDICATED TO YOU Ray Charles, ABC-Paramount 355	18
49	44	STUDENT PRINCE Mario Lanza, RCA Victor LM 1837	31
50	41	BYE BYE BIRDIE Original Cast, Columbia KOL 5910	36
51	45	STILL MORE SING ALONG WITH MITCH Mitch Miller, Columbia CL 1233	98

This Week	Last Week	Title, Artist, Label	Wks. on Chart
52	58	PAUL ANKA SINGS HIS BIG 15 ABC-Paramount LP 323	53
53	57	DELA FONTE RETURNS TO CARNEGIE HALL Harry Belafonte, RCA Victor LOC 6007	27
54	61	ROARING 20's Dorothy Provine, Warner Bros. W 1394	8
55	43	AN EVENING WITH MIKE NICHOLS AND ELAINE MAY Mercury OCM 2200	24
56	83	OLDIES BUT GOODIES Various Artists, Original Sound 5001	92
57	63	HYMNS Tennessee Ernie Ford, Capitol T 756	198
58	64	ITALIAN FAVORITES Connie Francis, MGM E 3791	74
59	49	TENDERLOIN Original Cast, Capitol WAO 1492	26
60	59	SOUTH PACIFIC Original Cast, Columbia OL 4180	369
61	60	NICE 'N' EASY Frank Sinatra, Capitol W 1417	46
62	68	THE ALAMO Sound Track, Columbia CL 1558	30
63	55	BEN-HUR Sound Track, MGM 181	62
64	82	MITCH'S GREATEST HITS Mitch Miller, Columbia CL 1544	18
65	51	PARTY SING ALONG WITH MITCH Mitch Miller, Columbia CL 1331	79
66	56	MORE SING ALONG WITH MITCH Mitch Miller, Columbia CL 1243	124
67	77	MR. LUCKY GOES LATIN Henry Mancini, RCA Victor LPM 2360	7
68	79	TEMPTATION Roger Williams, Kapp KL 1217	26
69	65	CONNIE FRANCIS AT THE COPA MGM E 3913	6
70	80	LAUGHING ROOM Woody Woodbury, Stereodolites MW 2	52
71	70	FIRESIDE SING ALONG WITH MITCH Mitch Miller, Columbia CL 1389	57
72	87	BEST MUSIC ON/OFF CAMPUS Brothers Four, Columbia CL 1578	21
73	71	OKLAHOMA! Sound Track, Capitol WAO 595	244
74	74	WALK, DON'T RUN The Ventures, Dot DLP 2003	25
75	62	FROM THE HUNGRY I Kingston Trio, Capitol T 1107	125
76	66	GYPSY Original Cast, Columbia OL 5420	83
77	67	SENTIMENTAL SING ALONG WITH MITCH Mitch Miller, Columbia CL 1437	52
78	78	GONE WITH THE WIND London Sinfonia (Mathison), Warner Bros. 1222	6
79	69	BUDDY HOLLY STORY Coral CRL 57326	26
80	73	MAKING THE KNIFE—ELLA IN BERLIN Ella Fitzgerald, Verve MG 4041	38
81	91	SOLD OUT Kingston Trio, Capitol T 1352	63
82	102	BROOK BENTON GOLDEN HITS Mercury MG 20607	6
83	72	INSIDE SHELLEY BERMAN Verve MG 15003	115
84	81	PETER GUNN Henry Mancini, RCA Victor LPM 1956	98
85	84	KING AND I Sound Track, Capitol W 740	235
86	75	BLUE HAWAII Billy Vaughn, Dot DLP 3165	63
87	86	SONGS TO REMEMBER Mantovani, London LL 3149	43
88	93	HERE WE GO AGAIN Kingston Trio, Capitol T 1258	81
89	107	WOODY WOODBURY LOOKS AT LOVE AND LIFE Stereodolites MW 1	69
90	76	BOBBY'S BIGGEST HITS Bobby Rydell, Cameo C 1009	19
91	88	PORGY AND BESS Sound Track, Columbia OL 5410	82
92	89	STRING ALONG Kingston Trio, Capitol T 1407	47
93	90	MUSIC MAN Original Cast, Capitol WAO 990	175
94	92	KINGSTON TRIO AT LARGE Capitol T 1199	105
95	85	SIXTY YEARS OF MUSIC AMERICA LOVES BEST, VOL. II Various Artists, RCA Victor LM 6088	36
96	95	ANKA AT THE COPA Paul Anka, ABC-Paramount 353	6
97	100	IN LIVING BLACK & WHITE Dick Gregory, Colpix CP 417	6
98	117	BRENDA LEE Decca DL 4039	46
99	127	CHET ATKINS' WORKSHOP RCA Victor LPM 2232	12
100	141	FILM ENCORES, VOL. I Mantovani, London LL 1700	154
101	84	GENIUS HITS THE ROAD Ray Charles, ABC-Paramount ABC 335	39

This Week	Last Week	Title, Artist, Label	Wks. on Chart
102	101	MR. LUCKY Henry Mancini, RCA Victor LPM 2198	57
103	103	12 PLUS 3 EQUALS 15 HITS Various Artists, End LP 310	19
104	125	REJOICE DEAR HEARTS Brother Dave Gardner, RCA Victor LPM 2083	54
105	133	SAY IT WITH MUSIC Ray Conniff, Columbia CL 1490	38
106	140	THE LORD'S PRAYER Mormon Tabernacle Choir, Columbia ML 5386	64
107	142	ANOTHER SMASH The Ventures, Dolton BST 8006	7
108	—	GOIN' PLACES Kingston Trio, Capitol T1564	1
109	97	DO RE MI Original Cast, RCA Victor LOC 2002	17
110	110	IT'S PONY TIME Chubby Checker, Parkway P 7093	6
111	108	LATIN A LA LEE Peggy Lee, Capitol T 1290	41
112	98	WARM Johnny Mathis, Columbia CL 1078	100
113	99	CALYPSO Harry Belafonte, RCA Victor LPM 1248	98
114	96	AL HIRT, THE GREATEST HORN IN THE WORLD RCA Victor LPM 2346	3
115	104	IRMA LA DOUCE Original Cast, Columbia OL 5540	30
116	105	SOUL OF SPAIN, VOL. I Juli Strings, Somerset P-6600	22
117	106	GIGI Sound Track, MGM E 3641	157
118	111	TOUCH OF YOUR LIPS Nat King Cole, Capitol W 1574	7
119	112	TIME OUT Dave Brubeck, Columbia CL 1297	27
120	113	NO ONE CARES Frank Sinatra, Capitol W 1221	52
121	121	FOLK SONG SING ALONG WITH MITCH Mitch Miller, Columbia CL 1316	60
122	122	KICK THY OWN SELF Brother Dave Gardner, RCA Victor LPM 2239	45
123	126	THWIT Chubby Checker, Parkway P 7001	35
124	128	TILL Roger Williams, Kapp KL 1081	19
125	116	FIORILLO Original Cast, Capitol WAO 1321	48
126	120	ENCORE Santo and Johnny, Canadian-American CALP 1002	35
127	132	HEAVENLY Johnny Mathis, Columbia CL 1351	84
128	145	HAWAII Santo & Johnny, Canadian-American CALP 1004	7
129	123	SOLID AND RAUNCHY Bill Black's Combo, Hi ML 12003	25
130	124	NEARER THE CROSS Tennessee Ernie Ford, Capitol T 1005	38
131	130	PETE POUNTAIN'S NEW ORLEANS Coral CRL 57282	25
132	118	FLOWER DRUM SONG Original Cast, Columbia OL 5350	105
133	119	THIS IS BRENDA Brenda Lee, Decca DL 4082	33
134	134	COME DANCE WITH ME Frank Sinatra, Capitol W 1069	111
135	135	PERSUASIVE PERCUSSION, VOL. II Terry Snyder and the All Stars, Command RS 808	46
136	136	LAST DATE Lawrence Welk, Dot DLP 2350	28
137	114	DARIN AT THE COPA Bobby Darin, Atco 112	38
138	—	STAN FREDERG PRESENTS THE UNITED STATES OF AMERICA, VOL. I Capitol W 1573	1
139	147	PERSUASIVE PERCUSSION, VOL. III Command All Stars, Command RS 817	2
140	138	JOHNNY'S MOODS Johnny Mathis, Columbia CL 1526	28
141	139	EDGE OF SHELLEY BERMAN Verve MG 15013	50
142	143	SAIL ALONG SILVER MOON Billy Vaughn, Dot DLP 3100	37
143	144	DREAMSTREET Erol Garner, ABC-Paramount 365	2
144	—	HAPPIEST GIRL IN THE WORLD Original Cast, Columbia KOL 2050	1
145	—	CONNIE FRANCIS SINGS JEWISH FAVORITES MGM E 3869	6
146	115	CAN CAN Sound Track, Capitol W 1321	59
147	—	CAMELOT Percy Faith, Columbia CL 1570	1
148	—	MORE GREATEST HITS Connie Francis, MGM 3943	1
149	—	GONE WITH THE WIND Sound Track, Camden CAL 425	1
150	109	BOBBY YEE Liberty LRP 3181	15

## 50 Best Selling

## STEREO LP's

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	EXODUS Sound Track, RCA Victor LSO 1058	25
2	2	CAMELOT Original Cast, Columbia KOS 2031	24
3	8	PERSUASIVE PERCUSSION, VOL. III Command All Stars, Command RS 817 SD	11
4	3	GREAT MOTION PICTURE THEMES Various Artists, United Artists UAS 6122	24
5	5	STARS FOR A SUMMER NIGHT Various Artists, Columbia PMS 1	6
6	6	CALCUTTA Lawrence Welk, Dot DLP 2359	23
7	4	MUSIC FROM EXODUS AND OTHER GREAT THEMES Mantovani, London PS 224	30
8	9	ALL THE WAY Frank Sinatra, Capitol SW 1538	12
9	21	CARNIVAL Original Cast, MGM SE 3946	6
10	7	THE SOUND OF MUSIC Original Cast, Columbia KOS 2020	78
11	14	ORANGE BLOSSOM SPECIAL AND WHEELS Billy Vaughn, Dot DLP 2366	10
12	20	RING-A-DING DING Frank Sinatra, Reprise RS-1001	6
13	11	MY FAIR LADY Original Cast, Columbia OS 2015	106
14	10	WONDERLAND BY NIGHT Bert Kaempfert, Decca DL 7-4101	25
15	29	T. V. SING ALONG WITH MITCH Mitch Miller, Columbia CS 8428	4
16	12	HAPPY TIMES SING ALONG WITH MITCH Mitch Miller, Columbia CS 8368	17
17	32	PROVOCATIVE PERCUSSION, VOL. I Enoch Light and the Light Brigade Command RS 806 SD	76
18	33	ITALIA MIA Mantovani, London PS 232	7
19	13	MAKE WAY Kingston Trio, Capitol ST 1474	19
20	15	PARTY SING ALONG WITH MITCH Mitch Miller, Columbia CS 8138	56
21	24	SING ALONG WITH MITCH Mitch Miller, Columbia CS 8004	56
22	30	WILDCAT Original Cast, RCA Victor LSO 1060	22
23	16	DO RE MI Original Cast, RCA Victor LSO 2002	11
24	22	SOUTH PACIFIC Sound Track, RCA Victor LSO 1032	106
25	18	NEVER ON SUNDAY Sound Track, United Artists UAS 5070	6
26	17	SINATRA'S SWINGIN' SESSION Frank Sinatra, Capitol SW 1491	21
27	37	G. I. BLUES Elvis Presley, RCA Victor LSP 2256	33
28	19	OKLAHOMA! Sound Track, Capitol SWAO 595	88
29	28	MR. LUCKY GOES LATIN Henry Mancini, RCA Victor LSP 2340	7
30	25	PERSUASIVE PERCUSSION, VOL. II Terry Snyder and the All Stars, Command RS 808 SD	46
31	31	BONGOS Los Admiradores, Command RS 809 SD	35
32	23	PROVOCATIVE PERCUSSION, VOL. II Enoch Light and the Light Brigade Command RS 810 SD	42
33	36	BEST OF THE POPULAR PIANO CONCERTOS George Greeley, Warner Bros. XS 1410	6
34	40	DELA FONTE AT CARNEGIE HALL Harry Belafonte, RCA Victor LSO 6006	84
35	50	MEMORIES ARE MADE OF THIS Ray Conniff, Columbia CS 8374	21
36	26	BEN-HUR Sound Track, MGM 181	58
37	48	WEST SIDE STORY Original Cast, Columbia OS-200	6
38	42	NICE 'N' EASY Frank Sinatra, Capitol SW 1417	45
39	44	BEETHOVEN: WELLINGTON VICTORY London Symphony Orchestra (Dorati) Mercury LPS 9000	6
40	43	BLUE HAWAII Billy Vaughn, Dot DLP 25165	81
41	49	TONIGHT IN PERSON Limeliters, RCA Victor LSP 2272	18
42	—	EXODUS TO JAZZ Eddie Harris, Vee Jay 3016	1
43	27	GENIUS PLUS SOUL EQUALS JAZZ Ray Charles, Impulse AS-2	7
44	38	MUSIC MAN Original Cast, Capitol SWAO 990	80
45	47	UNSinkable MOLLY BROWN Original Cast, Capitol SWAO 1809	25
46	35	JOHNNY'S MOODS Johnny Mathis, Columbia CS 1526	35
47	34	MORE SING ALONG WITH MITCH Mitch Miller, Columbia CS 8043	65
48	39	MEMORIES SING ALONG WITH MITCH Mitch Miller, Columbia CS 8342	34
49	—	SAY IT WITH MUSIC Ray Conniff, Columbia CS 8282	34
50	—	PERSUASIVE PERCUSSION, VOL. I Terry Snyder and the All Stars, Command RS 800 SD	68



# BILLBOARD MUSIC WEEK PROGRAMMING GUIDE SINGLES BY CATEGORY

These listings, from this week's Hot 100, have been broken down by type of music for easy programming. Sides that fall into more than one category receive multiple listings.

## EASY LISTENING

BLUE TOMORROW, Billy Vaughn, Dot 16220
BOLL WEEVIL SONG, Brook Benton, Mercury 71820
GRANADA, Frank Sinatra, Reprise 20010
GUNS OF NAVARONE, THE, Joe Reisman, Landa 674
I'LL NEVER BE FREE, Kay Starr, Capitol 4583
JURA, Les Paul and Mary Ford, Columbia 41994
LA DOLCE VITA, Ray Ellis, RCA Victor 7888
MOM AND DAD'S WALTZ, Patti Page, Mercury 71823
MOODY RIVER, Pat Boone, Dot 16209
MY KIND OF GIRL, Matt Monro, Warwick 636
NATURE BOY, Bobby Darin, Atco 6196
NEVER ON SUNDAY, Chordettes, Cadence 1402
NEVER ON SUNDAY, Don Costa, United Artists 234
OLE BUTTERMILK SKY, Bill Black's Combo, Hi 2036
POINT OF NO RETURN, Adam Wade, Coed 550
SAN ANTONIO ROSE, Floyd Cramer, RCA Victor 7893
SCOTTISH SOLDIER, Andy Stewart, Warwick 627
SHOULD I, String-A-Longs, Warwick 654
TAKE A FOOL'S ADVICE, Nat King Cole, Capitol 4582
THEME FROM GOODBYE AGAIN, Ferrante & Teicher, United Artists 319
TOGETHER, Connie Francis, MGM 13019
WILD IN THE COUNTRY, Elvis Presley, RCA Victor 7880
WRITING ON THE WALL, Adam Wade, Coed 550
YELLOW BIRD, Arthur Lyman, Hi Fi 5024
YELLOW BIRD, Lawrence Welk, Dot 16222
YOU'LL ANSWER TO ME, Patti Page, Mercury 71823

## TEEN BEAT

BARBARA ANN, Regents, Geo 1065
BETTER TELL HIM NO, Starlets, Pam 1003
BOBBY, Neil Scott, Portrait 102
CHARLESTON, THE, Ernie Fields, Rendezvous 150
COUNT EVERY STAR, Donnie and the Dreamers, Whale 500

DANCE ON LITTLE GIRL, Paul Anka, ABC-Paramount 10220
DAYDREAMS, Johnny Crawford, Del-Fi 4162
DON'T BET MONEY HONEY, Linda Scott, Canadian-American 127
DUM DUM, Brenda Lee, Decca 31272
EVENTUALLY, Brenda Lee, Decca 31272
EVERY BEAT OF MY HEART, Pips, Vee Jay 386
FISH, THE, Bobby Rydell, Cameo 192
GIRL'S A DEVIL, Dukays, Nat 1003
HATS OFF TO LARRY, Del Shannon, Big Top 3075
HEART AND SOUL, Cleftones, Gee 1064
HEART AND SOUL, Jan & Dean, Challenge 9111
HELLO, MARY LOU, Ricky Nelson, Imperial 5741
HOLD BACK THE TEARS, Dolacardos, United Artists 310
I DON'T MIND, James Brown, King 5466
I FEEL SO BAD, Elvis Presley, RCA Victor 7880
I'LL BE THERE, Damita Jo, Mercury 71840
I'M A FOOL TO CARE, Joe Barry, Smash 1702
I'M GONNA KNOCK ON YOUR DOOR, Eddie Hodges, Cadence 1397
IT KEEPS RAININ', Fats Domino, Imperial 5753
JOANIE, Frankie Calen, Spark 902
LAST NIGHT, Mar-Keys, Satellite 107
LET'S TWIST AGAIN, Chubby Checker, Parkway 824
LITTLE EGYPT, Coasters, Atco 6192
MY TRUE STORY, Jive Five, Bellone 1006
NO, NO, NO, Chanters, DeLuxe 6191
ONE SUMMER NIGHT, Diamonds, Mercury 71831
PEANUT BUTTER, Marathons, Arvee 5027
PEANUTS, Rick and the Keens, Smash 1705
POMP AND CIRCUMSTANCE, Adrian Kimberly, Calliope 6501
PRETTY LITTLE ANGEL EYES, Curtis Lee, Dunes 2007
PRINCESS, Frank Gari, Crusade 1022
QUARTER TO THREE, U. S. Bonds, Le Grand 1008
QUITE A PARTY, Fireballs, Warwick 644
RAMA LAMA DING DONG, Edsels, Twin 700

RUNNING SCARED, Roy Orbison, Monument 328
SACRED, Castells, Era 3048
STAND BY ME, Ben E. King, Atco 6194
SWITCH-A-ROO, THE, Hank Ballard and the Midnighters, King 5510
TEAR, A, Gene McDaniels, Liberty 55344
TELL ME WHY, Belmonts, Sabrina 500
TEMPTATION, Everly Brothers, Warner Bros. 5220
THOSE OLDIES BUT GOODIES, Caesar and the Romans, Del-Fi 4158
TONIGHT (COULD BE THE NIGHT), Velvets, Monument 441
TOSSIN' AND TURNIN', Bobby Lewis, Bellone 1002
TRAGEDY, Fleetwoods, Dolton 40
TRAVELIN' MAN, Ricky Nelson, Imperial 5741
WOODEN HEART (MUSS I DENN), Joe Dowell, Smash 1708
YOU ALWAYS HURT THE ONE YOU LOVE, Clarence Henry, Argo 5388
YOU CAN'T SIT DOWN (Part II), Phillip Upchurch Combo, Boyd 1026

## COUNTRY & WESTERN

For C&W programming, please refer to this week's Hot C&W chart. The following, from the Hot 100, are recommended additional listings.

MOM AND DAD'S WALTZ, Patti Page, Mercury 71823
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## RHYTHM & BLUES

For R&B programming, please refer to this week's Hot R&B chart. The following, from the Hot 100, are recommended additional listings.

BROKEN HEARTED, Miracles, Tamla 54044
COUNT EVERY STAR, Donnie and the Dreamers, Whale 500
I'LL BE THERE, Damita Jo, Mercury 71840
OLE BUTTERMILK SKY, Bill Black's Combo, Hi 2036
PEANUTS, Rick and the Keens, Smash 1705
TELL ME WHY, Belmonts, Sabrina 500
THOSE OLDIES BUT GOODIES, Caesar and the Romans, Del-Fi 4158
TIME WAS, Flamingos, End 1092
WATCH YOUR STEP, Bobby Parker, V-Tone 223

## COIN MACHINE PRICE INDEX (continued from back page)

Spook Gun (Bally) 9-58...\$175	Steam Shovel (CC) 5-56...\$ 90	Super Star Baseball (Wms) 1-54...\$ 50	3-D Kiddie Theater (Rite) 3-54...\$125	Two-Player Basketball (Genc) 3-54...\$135
Sportland Shooting Gallery (Exhib) 11-54... 95	Super Big Top (Genc) 12-55... 185	Swami (Muto) 4-55... 350	3-D Pix (Cap) 2-54... 125	Vacuumatic Card Vendor (Exhib) 5-54... 110
Squirts Water Polo (Aqua) 5-57... 350	Super Home Run (CC) 3-54... 75	Target Roll (Bally) 1-58... 145	3-D Theater (Rite) 3-54... 145	Voice-O-Graph (Muto) 2-57... 550
Sportsman (Keen) 11-54... 125	Super Pennant Baseball (Wms) 1-54... 75	10 Commandments (Muto) 12-57... 195	Titan (Wms) 8-59... 365	Voice-O-Graph (Muto) 11-54... 290
Star Slugger (Un) 4-56... 75	Super Pennant Baseball (Wms) 1-54... 75	Ten Pins (Wms) 12-57... 110	Treasure Cove (Exhib) 7-55... 140	Wild West (Genc) 2-55... 175
State Fair (Genc) 7-56... 175	Super Slugger (Un) 7-55... 55	Ten Strike (Wms) 12-57... 110	Twin Hockey (CC) 5-58... 175	Yankee Baseball (Un) 2-59... 275

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**BILLBOARD  
MUSIC WEEK**

# COIN MACHINE PRICE INDEX

Listings represent used machines in average condition. Price quoted on each machine represents the average of quotes to operators by franchised distributors. Quotes are received and averaged bimonthly. Listings should be

used only as a general guide, since machines of identical type and condition may have considerably different values in different areas.

## MUSIC

AMI	
D-40 (40), 1951	\$ 60
D-80 (80), 1951	105
E-40 (40), 1953	95
E-80 (80), 1953	125
E-120 (120), 1953	135
F-40 (40), 1954	150
F-80 (80), 1954	210
F-120 (120), 1954	250
G-40 (40), 1955	250
G-80 (80), 1955	275
G-120 (120), 1955	310
G-120-1 (120), 1956	310
G-200 (200), 1956	275
G-200-1 (200), 1956	275
G-200-2 (200), 1956	275
G-200-3 (200), 1956	275
G-200-4 (200), 1956	275
G-220-5 (200), 1956	275
H-200 (200), 1956	445
H-120 (120), 1956	435
H-100 (100), 1956	360
H-200M (100), 1957	385
I-200 (200), 1957	585
I-120 (120), 1957	535
I-100 (100), 1957	420
I-200M (200), 1958	445
J-200 (200), 1958	660
J-120 (120), 1958	625
J-100M (100), 1958	535
J-200M (200), 1959	535
J-120 (120), 1959	675
J-100 (100), 1959	575
J-200 (200), 1959	650
ROCK-OLA	
1436 (120), 1953	\$ 85
1438 (120), 1954	190
1442 (50), 1955	195
1446 (120), 1955	235
1448 (120), 1958	345
1450 (120), 1957	395
1452 (50), 1956	275
1454 (120), 1957	395
1455D (200), 1957	445
1455S (200), 1957	445
1458 (120), 1958	520
1462 (50), 1958	395
1465 (200), 1958	550
1468 (120), 1959	635
1468 Stereo (120), 1959	685
1475 (200), 1959	700
1475 Stereo (200), 1959	750
SEEBURG	
M100B (100), 1950	\$200
M100C (100), 1952	240
100W (100), 1953	325
HF100G (100), 1953	335
HF100R (100), 1954	400
V200 (200), 1955	300
100J (100), 1955	500
K200 (200), 1957	430
L100 (100), 1957	545
201 (200), 1958	750
161 (160), 1958	730
101 (100), 1958	620
220 (100), 1958	770
220S (100), 1959	770
200SR (100), 1959	795
222 (160), 1958	810
222DH (160), 1959	775
222DHR (160), 1959	835
WURLITZER	
1250 (48), 1950	\$ 55
1400 (48), 1951	70
1500 (104), 1952	85
1500A (104), 1953	110
1600A (48), 1954	130
1700 (104), 1954	215
1800 (104), 1955	310
1900 (104), 1956	390
2000 (200), 1958	385
2100 (200), 1957	435
2150 (200), 1957	465
2250 (200), 1958	545
2204 (104), 1958	575
2200 (200), 1958	615
2300-S (200), 1959	790
2300 (200), 1959	735
2304 (104), 1959	700
2304-S (104), 1959	760
2310 (100), 1959	700

## BOWLERS & SHUFFLES

BALLY	
ABC Bowler 7-55	\$195
ABC Bowling Lanes 12-56	200
ABC Champion 9-57	295
ABC Super-Deluxe Bowler 9-57	275
ABC Tournament 6-57	275
All-Star Bowler 12-57	115
All-Star Deluxe 2-58	115
Bally Shuffle 1-59	35
Blue Ribbon 4-55	125
Challenger 9-59	750
Club Bowler 2-59	395
Congress Bowler 7-55	195
Deluxe Club Bowler 3-59	475
Gold Medal 4-55	125
Jumbo Bowler 9-55	225
King-Pin Bowler 9-55	225
Lucky Alley 8-58	475
Lucky Shuffle 9-58	325
Monarch 11-59	350
Pan American 6-59	600
Speed Bowler 11-58	325
Star Shuffle 9-58	325
Star Shuffle 9-58	325
Strike-Bowler 11-57	200
Super Bowler 1-58	115
Trophy 4-58	375
CHICAGO COIN	
All Star Team Bowler 11-55	\$ 90
Blinker 8-55	170
Bonus Score 5-55	140
Bowl Master 7-59	390
Bowling Team 10-55	130
Bull's-Eye Bowler 7-55	150
Championship 11-56	240
Bowling League 7-57	125
Criss Cross Target 1-55	60
Double Feature 12-58	380
Hollywood 4-55	155
King Bowler 3-59	695
Lucky Strike 1-58	330
Miami Shuffle 10-58	40
Monte Carlo 1-59	75
Player's Choice 9-58	545
Rebound Shuffle 11-58	45
Red Pin 3-59	435
Rocket Ball 2-59	125
Rocket Shuffle 2-58	95
Rocket Shuffle Two-Player 4-58	135
Score-A-Line 9-55	135
Shuffle Explorer 6-58	135
Skee Roll 1-57	95
Star Rocket 5-59	250
Tournament Ski Bowl 12-56	130
Triple Strike 1-55	125
TV Bowling League 11-57	290
Twin Bowler 10-58	390
UNITED	
Advance 6-59	\$575
Atlas Shuffle Alley 9-58	325
Bonus Bowling Alley 3-58	375
Bowling Alley 11-56	125
Build-Up 5-56	120
Capitol Shuffle Alley 6-55	95
Clipper 4-55	75
Cyclone 10-58	325
Deluxe Bowling Alley 7-57	245
Deluxe Flash 6-59	450
Deluxe Shooting Star 6-58	90
Dual Shuffle 1-59	375
Duplex 11-58	525
Eagle Shuffle Alley 5-58	295
Flash 6-59	425
4-Way 11-59	500
Handicap 9-56	225
Handicap 11-59	575
Hi-Score 6-57	195
Jumbo Bowling Alley 8-57	295
Jupiter Shuffle Alley 9-58	125

League Alley 8-59	\$550
Lightning 2-55	75
Midget Bowling Alley 3-58	75
Niagara 11-58	350
Pixie Bowler 7-58	75
Playtime 6-58	545
Regulation 11-55	195
Royal Bowling Alley 12-57	195
Select Play 6-56	75
Shooting Star 4-58	75
Shuffle Playmate 2-59	60
Simplex 4-59	400
Six Star 11-57	295
Super Bonus 9-55	150
Team Bowling Alley 4-57	220
Team-Mate 12-59	595
3-Way 8-59	465
Top Notch 11-55	195
Venus 4-55	125
Zenith 5-59	425

## PINBALLS

BALLY	
Ballerine 6-59	\$400
Balls-A-Poppin 10-56	50
Bally U.S.A. 7-58	75
Beach Beauty 11-55	65
Beach Time 9-58	250
Big Show 9-56	70
Broadway 12-55	50
Carnival 10-57	65
Carnival-Queen 11-58	275
Circus 8-57	65
County Fair 11-59	550
Crosswords 1-58	100
Cypress Gardens 5-58	195
Double Header 8-58	115
Fun-Way 9-59	375
Gay Time 6-55	50
Gayety 4-55	40
Key West 12-58	70
Lotta Fun 9-59	380
Miami Beach 9-55	55
Miss America 1-58	135
Night Club 3-58	60
Parade 6-56	60
Sea Island 2-59	335
Show-Time 4-57	75
Sun Valley 7-57	140
GOTTlieb	
Ace High 2-57	\$ 75
Add-A-Line 7-55	60
Annabelle 8-59	225
2 Around the World 7-59	295
2 Atlas 5-59	280
Auto Race 9-56	70
2 Brite Star 4-58	185
Classy Bowler 7-56	75
4 Contest 10-58	275
2 Continental Cave 7-57	145
Criss Cross 3-58	155
Derby Day 5-56	65
2 Double Action 1-59	245
2 Duette 3-55	75
Easy Aces 12-55	60
2 Fair Lady 11-56	110
4 Falstaff 11-57	245
2 Flag-Ship 1-57	135
Frontiersman 11-55	60
2 Gladiator 1-56	85
2 Gondollar 6-58	195
Gypsy Queen 2-55	60
Harbor Lites 3-56	65
Hi Diver 4-59	185
4 Jubilee 5-55	135
Lightning Ball 12-59	230
2 Mademoiselle 11-59	300
4 Majestic 4-57	230
2 Marathon	90
2 Picnic 6-58	195
Queen of Diamonds 6-59	210
2 Race Time 3-59	230
Rainbow 12-58	75
4 Register 10-56	105
Rocket Ship 5-58	135
Roto Pool 7-58	145
Royal Flush 5-57	100
4 Score-Board 4-56	75
2 Sea Belles 9-56	100

Silver 10-57	\$140
Sittin' Pretty 11-58	180
Sluggin' Champ 4-55	70
Southern Belle 6-55	60
Straight Flush 12-57	140
Straight Shooter 2-59	190
Sunshine 9-58	175
2 Super Circus 9-57	175
4 Sweet Sioux 9-59	360
2 Toreador 6-56	95
2 Tournament 8-55	95
Twin Bill 1-55	50
Universe 10-59	215
2 Whirlwind 2-58	185
Wishing Well 9-55	60
World Champ 8-57	95
WILLIAMS	
Arrow Head 7-57	\$ 50
Casino 8-58	125
2 Circus Wagon 10-55	75
Club House 10-59	185
Crossword 5-59	175
Cue Ball 4-57	50
2 Fiesta 12-59	285
4 Star 7-58	110
4 Fun House 10-56	55
4 Gay Parade 6-57	75
Golden Bells 9-59	160
Gusher 9-58	110
Hi-Hand 6-57	70
Hot Diggity 8-58	50
Jig Saw 12-57	75
Kings 8-57	70
2 Naples 9-57	125
Perky 11-56	50
Peter Pan 4-55	50
2 Piccadilly 5-58	50
4 Race-the-Clock 4-55	50
Regatta 10-55	50
Reno 10-57	65
Rocket 11-59	195
Satellite 6-58	115
Sea Wolf 7-59	150
2 Shamrock 1-57	70
Smoke Signal 9-55	60
Soccer Kick-Off 3-58	125
Spot Pool 6-59	175
Starfire 3-57	95
Steeple Chase 11-57	95
Super Score 9-56	75
4 Surf Rider 7-56	75
3-D 11-58	125
Three Deuces 8-55	60
Tic-Tac-Toe 1-59	160
Tim-Buc-Tu 1-56	60
Top Hat 2-58	110
Turf Champ 8-58	110
Wonderland 5-55	50

## ARCADE & NOVELTIES

All-Star Baseball (Wms.) 4-54	\$ 50
Aqua Duck (Cons) 2-55	155
Auto Photo Model 9	995
Auto Photo Model 11	1,845
Auto Test (with sound) (Cap) 9-58	295
Auto Test (without sound) (Cap) 9-56	245
Auto Test Turnpike Tournament (Cap) 9-56	1,295
Bally Targets (Bally) 10-59	295
Balloonomat (Cap) 12-54	50
Bang-O-Rama (Muto.) 4-57	25
Bat-A-Score (Evans) 2-54	75
Batter Up (CC) 4-58	150
Batting Practice (Bally) 8-59	250
Big Inning (Bally) 5-58	175
Big League (Wms.) 6-54	35
Big League Baseball (CC) 5-55	35
Big Top (Genc) 11-54	170
Bike Race (Munv) 5-58	450
Bing-O-Reno (Sci) 3-55	325
Bull's-Eye (Bally) 3-55	150
Burp Gun (Dale) 5-57	245
Carnival Gun (Un) 10-54	123
Champion Baseball (Genc) 7-55	50
Circus Rifle Gallery (Genc) 3-57	225

Coon Hunt (Seeb) 2-54	\$120
Crane (Wms.) 3-56	75
Criss Cross Hockey (CC) 9-58	195
Crossfire (Wms.) 3-57	195
Davy Crockett (Genc) 10-56	150
Deco Grandma (Deco) 8-54	100
Deluxe Crusader (Wms.) 5-59	345
Deluxe 4-Bagger (Wms.) 5-56	135
Deluxe Ranger (Keen) 3-55	170
Deluxe Skill Parade (Bally) 1-59	125
Deluxe Vanguard (Wms.) 10-58	285
Derby Roll (Un) 5-55	125
Deuces Wild (Kaye) 10-58	100
Dodge City (Fran) 12-58	100
Drivemobile (Muto) 6-54	135
5th Inning (Un) 6-55	75
Golf Champ (Bally) 8-58	95
Gun Club (Genc) 1-58	300
Gunsmoke (Bally) 4-59	220
Heavy Hitter (Bally) 3-59	250
Hercules (Wms.) 3-59	300
Hi-Fly (Genc) 4-56	35
Horoscope Fortune Teller (Genc) 9-57	95
Hydro Duck (B&W) 10-54	130
Jet Fighter (Wms.) 10-54	95
Jet Pilot (CC) 5-59	195
Joker Ball (Mid) 10-59	200
Jolly Joker (Wms.) 10-55	50
Jumbo Ten Pins (Wms.) 3-58	75
Jumbo Ten Strike (Wms.) 3-58	105
Jungle Gun (Un) 7-54	95
Jungle Hunt (Exhib) 7-54	170
Jr. Auto Test (Cap) 12-58	145
Kaye Hockey (Kaye) 58	125
King of Swat (Wms.) 555	95
Kiss-O-Meter (Exhib) 12-56	115
League Leader (Keen) 4-58	75
Major League (Wms.) 4-54	50
Model 500 Shooting Gallery (Exhib) 3-55	110
Monkey Climb (IEC) 3-55	175
Moon-Raider (Bally) 7-59	290
Motorama (Genc) 10-57	140
1957 Baseball (Wms.) 4-57	175
Pan-O-Rama 800 (Cap) 12-58	195
Peep Barrels (Exhib) 12-56	75
Peppy the Clown (Wms) 12-56	135
Photomatic (Muto) 2-54	295
Photo Machine (Muto) 12-59	495
Pinch Hitter (Wms) 3-59	295
Pirate Gun (Un) 10-56	210
Playland Rifle Gallery (CC) 8-59	365
Polar Hunt (Un) 4-55	155
Quarterback (Genc) 9-55	50
Ranger (Keen) 3-55	155
Red Ball (Mid) 5-59	170
Rifle Gallery (Genc) 9-55	85
Rock 'n' Roll (Muto) 5-58	45
Safari (Wms.) 1-55	155
St. Christopher (Muto) 12-58	195
Satellite Tracker (B-L) 12-58	345
Scramball (Keen) 8-58	85
Shooting Gallery (Exhibit) 5-54	95
Shortstop (Wms.) 4-58	225
Sidewalk Engineer (Wms) 4-55	85
Sky Raider (Un) 10-58	293
Sky Rocket (Genc) 5-55	90
Softball League (Exhib) 12-57	295
Space Age (Genc) 3-58	135
Space Gunner (Bally) 5-58	135
Special Deluxe Baseball (Wms) 1-54	50

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# BILLBOARD MUSIC WEEK

2160 PATTERSON STREET  
CINCINNATI 22, OHIO



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# SINGLES PROGRAMMING & BUYING GUIDE

## TOP MARKET BREAKOUTS

### NEW YORK

- NO, NO, NO  
Chanters, DeLuxe
- THAT'S WHAT GIRLS ARE MADE FOR  
Spinners, Tri-Phi

### CHICAGO

- TAKE FIVE  
Dave Brubeck, Columbia
- THE CHARLESTON  
Ernie Fields, Rendezvous
- BOBBY  
Neil Scott, Portrait
- HILLBILLY HEAVEN  
Tex Ritter, Capitol

### LOS ANGELES

- LAST NIGHT  
Mar-Keys, Satellite

### BOSTON

- THE ASTRONAUT  
Jose Jimenez, Kapp
- WOODEN HEART (Muss I Denn)  
Joe Dowell, Smash

### SAN FRANCISCO-OAKLAND

- QUITE A PARTY  
Fireballs, Warwick

### CLEVELAND

- THE ASTRONAUT  
Jose Jimenez, Kapp
- WOODEN HEART (Muss I Denn)  
Gus Backus, Fono-Graf
- MY CLAIRE DE LUNE  
Steve Lawrence, United Artists

### BUFFALO

- WOODEN HEART (Muss I Denn)  
Joe Dowell, Smash

### BALTIMORE-WASHINGTON

- I'LL BE THERE  
Damita Jo, Mercury
- MY TRUE STORY  
Jive Five, Beltone
- SEA OF HEARTBREAK  
Don Gibson, RCA Victor
- TAKE A FOOL'S ADVICE  
Nat King Cole, Capitol
- TE-TA-TE-TA-TA  
Ernie K-Doe, Minut

### CINCINNATI

- WOODEN HEART (Muss I Denn)  
Joe Dowell, Smash
- BLUE TOMORROW  
Billy Vaughn, Dot

### HOUSTON

- BLACKLAND FARMER  
Frankie Miller, Starday

### MINNEAPOLIS-ST. PAUL

- WOODEN HEAR (Muss I Denn)  
Joe Dowell, Smash
- THE ASTRONAUT  
Jose Jimenez, Kapp
- OLD SMOKIE  
Johnny and the Hurricanes, Big Top

## BEST BUYS IN RECORDS

These records, of all those on the Hot 100, Hot C&W and Hot R&B Sides charts, have registered sufficient NATIONAL sales action this week to be recommended to dealers and all other readers as having the greatest potential to go all the way. Previous Billboard Spotlight Picks are marked (\*).

### POP

- \*NEVER ON SUNDAY, CHORDETTES ..... (Eaton-Sidmore, BMI) Cadence 1402
- SACRED, CASTELLS ..... (Bamboo-Daywin, BMI) Era 3048
- \*LET'S TWIST AGAIN, CHUBBY CHECKER ... (Kalmann, ASCAP) Parkway 824
- \*POMP AND CIRCUMSTANCE, ADRIAN KIMBERLY ..... (Rooke, BMI) Collopy 4501
- HEART AND SOUL, JAN & DEAN ..... (Famous, ASCAP) Challenge 9111
- I FALL TO PIECES, PATSY CLINE ..... (Pamper, BMI) Decca 31208
- \*FOOL THAT I AM ..... (Hill & Range, BMI)
- \*DREAM, ETTA JAMES ..... (Goldsen, ASCAP) Argo 8390

### C&W

- HILLBILLY HEAVEN, TEX RITTER ..... (Sage & Sand, SESAC) Capitol 4567
- \*SAN ANTONIO ROSE, FLOYD CRAMER ... (Bourne, ASCAP) RCA Victor 7893
- \*SEA OF HEARTBREAK, DON GIBSON ..... (Shapiro-Bernstein, ASCAP) RCA Victor 7890

### R&B

- \*I'VE GOT NEWS FOR YOU ..... (United, ASCAP)
- \*I'M GONNA MOVE TO THE OUTSKIRTS OF TOWN, RAY CHARLES... (Lords, ASCAP) Impulse 202
- \*I'M COMIN' ON BACK TO YOU, JACKIE WILSON. (Pearl, BMI) Brunswick 83216
- \*THE FLOAT, HANK BALLARD AND THE MIDNIGHTERS ..... (Leib, BMI) King 8610

the pick of the new releases:



## SPOTLIGHT SINGLES OF THE WEEK

Strongest sales potential of all records reviewed this week.

### Pop

#### THE REGENTS



**RUNAROUND** (Broadway, ASCAP) (2:20)—The boys do a solid blues-flavored job, complete with the bass voice gimmicks of their first hit "Barbara Ann." This could be a strong follow-up for the group. Flip is "Laura My Darling" (Shoestring, BMI) (2:30). **See 1071**

#### BRIAN HYLAND



**LET ME BELONG TO YOU** (East-West, ASCAP) (3:04)—Hyland, who had "Itsy Bitsy Bikini" last summer, bows on the label with a forceful reading of a poignant ballad with strong teen appeal and an effective backing. Flip is "Let It Die!" (Pogo, ASCAP) (2:29). **ABC-Paramount 10236**

#### THE FOUR LADS



**OCEANS OF LOVE** (E. H. Morris, ASCAP) (2:12)—The lads have a bright, listenable tune here and they make the most of it with a standout rendition. Backing also has sock impact. Watch it. Flip is "Ciugiola" (Comet, ASCAP) (2:24). **Kapp 412**

#### THE JARMELS



**A LITTLE BIT OF SOAP** (Mellin, BMI) (2:17)—A strong lead and fine work by the rest of the group, make this medium-paced rocker a powerful item. The flip is "The Way You Look Tonight" (T. B. Harms, BMI) (2:29). **Laurie 3098**

#### JANIE BLACK



**I'M GONNA MAKE IT HAPPEN** (Bourne, ASCAP) (2:05)—Jeanne Black's younger sister makes an impressive solo debut with a fine rockaballad on this disk. Gal sings the tune with style while the accompaniment has a good beat. Flip is "I Stole You Away" (Joy, ASCAP) (1:56). **Capitol 4592**

#### TIMI YURO



**HURT** (Miller, ASCAP) (2:28)—**I APOLOGIZE** (Crawford, ASCAP) (2:50)—This new thrush has two sides here that makes for a very potent disk bow. The first features the lass singing and speaking the rockaballad with much emotion against a soft string backing. The flip is the standard sung with much warmth. **Liberty 55343**

#### THE HONEY DEWS



**HONEY-DEW** (Saturn and Hidle, BMI) (2:29)—The Honey Dew's bow on the label with a very exciting performance of a catchy rock and roll ditty that spotlights a solid reading by the lead. Could be big. Flip is "Someone" (Saturn & Hidle, BMI) (2:11). **Sue 746**

#### THE 3 FRIENDS



**DEDICATED (TO THE SONGS I LOVE)** (Travis & Escort, BMI) (2:15)—The 3 Friends have a mighty cute item here with clever lyrics that link together all of the current hit song titles. The lads sing the rocker with spirit. Flip is "Happy as a Man Can Be" (Travis & Escort, BMI) (2:34). **Imperial 5763**

#### GINO PARKS



**SAME THING** (Jobete, BMI) (2:31)—A solid vocal by Gino Parks, in a Ray Charles vein, sparks this fine rocker, while the band swings along behind him An exciting disk. Flip is "That's No Lie" (Jobete, BMI) (2:35). **Tamla 54042**

#### DON ROBERTSON



**TENNESSEE WALTZ** (Acuff-Rose, BMI) (2:42)—Robertson essays the Floyd Cramer, gospel-styled piano approach on this solid reading of the great standard. A femme chorus adds warm vocal touches. This could easily happen. Watch it. Flip is "Feather in the Wind" (Ross Jungnickel, ASCAP) (3:18). **RCA Victor 7909**

#### TERESA BREWER



**LITTLE MISS BELONG TO NO ONE** (Cedarwood, BMI) (2:50)—The thrush has one of her very best performances here. It's a warm, sincere delivery of a fine country-tinged weeper, done to a tricky piano figure in the backing. Smart wax. Flip is "Sea Shell" (Willow, ASCAP) (2:25). **Coral 62278**

#### JERRY BUTLER



**I SEE A FOOL** (Conrad, BMI) (2:45)—Butler has a fine hunk of wax here. It's a catchy, slow rhythm ballad which finds the lad looking at himself in a mirror. A good song concept and it's carried off well. Flip is "I'm a Telling You" (Conrad, BMI) (2:22). **See Jay 391**

(Continued on page 28)



The pick of the new releases:

# SPOTLIGHT SINGLES OF THE WEEK

Strongest sales potential of all records reviewed this week.

Continued from page 27

## JERRY FULLER



**GUILTY OF LOVING YOU** (4-Star Sales, BMI) (2:11)—Fuller has a strong ballad here and he sings it with much heart. It's bound to a classy arrangement and it has the power to move out. Bears watching. Flip is "First Love Never Dies" (Golden West, BMI) (2:24).

Challenge 9114

## Country &amp; Western

## THE WILBURN BROTHERS



**BLUE BLUE DAY** (Acuff-Rose, BMI) (2:08)—The boys have been in fine fettle of late and here's another reading that's bound to cause excitement. It's the Don Gibson hit of some time back and it's done with real flavor. Watch it. Flip is "No Legal Right" (Sure Fire, BMI) (2:29).

Decca 31276

## COWBOY COPAS



**SUNNY TENNESSEE** (Starday, BMI) (2:27)—DREAMING (Starday, BMI) (2:14)—The Cowboy has another fine coupling. The top side is similar to his "Alabama" hit with a strong vocal and good guitar support. Flip is a fast stepping weeper, done stylishly with an assist by Cathy Copas. Could go either way.

Starday 552

## FRANKIE MILLER



**BLACKLAND FARMER** (Peer, BMI) (2:40)—Miller turns in a solid reading of an earthy tune. He hands it much feeling against a highly effective country backing. Side has a real chance. Flip is "True Blue" (Buna-Starday, BMI) (2:35).

Starday 424

## CONNIE HALL



**I'M AS LONELY AS CAN BE** (Moss-Ross, BMI) (2:10)—**FOOLS LIKE ME** (Knox, BMI)—Miss Hall has been a successful chart contender lately and here are two more efforts that can also score. Both are ballads of the broken heart variety and she handles them with a real weeper touch.

Decca 31277

# SPECIAL MERIT SINGLES

The following records have been picked for outstanding merit in their various categories because, in the opinion of The Billboard Music Staff, they deserve exposure.

## Pop Disk Jockey Programming

## BOBBY DARIN AND HIS ORK

★★★★ **THEME FROM "COME SEPTEMBER"** (Adair, BMI) (2:35)  
ATCO 6200

## Pop Talent

## BILLY BRYAN

★★★★ **BONNIE** (St. Nicholas, ASCAP) (1:50)

★★★★ **ALL SUMMER LONG** (Greta, BMI) (1:42)  
Everest 19420

# STRONG SALES POTENTIAL

## POPULAR

## JAYE F. MORGAN

★★★★ **Let Me Know**—MGM 13021—The thrush does a good job with this ballad. The sound is good and she could grab spins with the side. (Winneton, BMI) (2:37)

★★★★ **No One to Cry To**—Miss Morgan gives this one a lot of emotional impact. It's a good ballad and it's set to a catchy shuffle beat. Two nice efforts. (Hill & Range, BMI) (2:35)

## BRADY &amp; GRADY

★★★★ **The Saddest Girl in Town**—DOLTON 43—Strong ballad wax and a top-notch performance in the country vein by the new duo. Tasteful and neatly arranged with a message. Watch this one. (Cornerstone-Briarcliff, BMI) (2:36)

★★★★ **Blue Bird**—The boys have an breezy sound on this bright upbeat ranchero-styled tune. They get some fancy guitar backing. An interesting side. (Aldon, BMI) (2:01)

## GENE PITNEY

★★★★ **Every Breath I Take**—MUSICOR 1011—Pitney sings a ballad against a tricky rhythm backing which features a chorus. There's a Latin feeling to the beat, somewhat on the style of sides by the Drifters. Fervent performance. (Aldon, BMI) (2:40)

★★★★ **Mr. Moon, Mr. Cupid and I**—Pitney sings this medium-beater with much of the hiccup style in evidence. A good effort, neatly arranged. Watch both sides. (January, BMI) (2:40)

## BOB EUBANKS

★★★★ **Heaven of the Stars**—TRACY 6101—Eubanks narrates a morbid tale about meeting a group of late performers in heaven. He chats with Jimmy Dean (the late movie actor), Johnny Horton ("Big Bopper"), Robert Holly, Jessie Belvin, Hank Williams, etc. And is shown unoccupied chairs marked with the names of living performers destined to die. (No flip side received.)

## LESLIE UGGAMS

★★★★ **I Love Him**—COLUMBIA 42053—The girl is in fine vocal form on this soft

ballad of confession. She does the tune against a tasteful backing with chorus, piano and strings. Highly spinnable side that could grab coin. (Pogo, ASCAP) (2:41)

★★★★ **He Doesn't Know**—Here's a bouncy tune from the Paramount flick, "The Ladies Man." Miss Uggams hands it a warm and expressive reading against a colorful Latin backing. Another listenable side. (Paramount, ASCAP) (2:23)

## THE DUCANES

★★★★ **Little Did I Know**—GOLDISC 3024—A slow, triple-backed ballad by the group. The lead singer has quite a range, slipping occasionally into the soprano range. He gives it all a lot of feeling. This one bears watching. (Darcey, BMI) (2:29)

★★★★ **I'm So Happy** (Tra La La)—A snappy, up-rhythm side with the current group groove. Has the feeling of some of the older disks now being revived. Watch this one, too. (Fast, BMI) (2:36)

## RAY CHARLES

★★★★ **Am I Blue**—ATLANTIC 2106—Charles turns out the fine oldie in warm, convincing fashion against a rich backing of strings and voices. Side has a lot of class and it could kick, despite a recent new release on his current label. (Witmark, ASCAP) (3:03)

★★★★ **It Should've Been Me**—A bright oldie is re-released here. It's fine Southern-styled material done on authentic r.&b. lines. Good coupling. (Progressive, BMI) (2:34)

## THE CHANTELS

★★★★ **Look In My Eyes**—CARLTON 555—The gals perform with colorful vocal touches on a pleasant ballad. They are well backed by a big arrangement consisting of strings and chorus. (Bea-Junior, BMI) (2:23)

★★★★ **Gad to Be Back**—A good ballad sung with a flair by the thrushes. This side gets a strong arrangement. Should be watched. Atlantic, BMI) (2:33)

## LITTLE JIMMY BROWN

★★★★ **Tell It Like It Is**—BRENT 7022—The Latin rhythm predominates here and the boy does a rough and ready job with the vocal. The rhythm is in the partial Latin groove while the vocal chorus and rocking ensemble add to the proceedings. Good wax. (Westbury, BMI) (2:13)

★★★★ **I Didn't Know**—The boy has a strong rocker here. The back-beating rhythm, that's somewhat in the Latin groove, is a powerful propellant for him. A definite asset, too, is the vocal group's work. (Clifton, BMI) (2:10)

## MIRIAM JOHNSON

★★★★ **Making Believe**—JAMIE 1193—The new thrush shows she can handle a ballad on this pretty thrashing of the country tune over simple backing. Duane Eddy produced the disk and it has a chance. Strong side. (Acuff-Rose, BMI) (2:44)

★★★★ **I Think I Cried Long Enough Over You**—Miriam Johnson, the Duane Eddy discovery, bows on the label a potent reading of a snappy rocker, and the side deserves spins, too. (Lindane, BMI) (2:55)

## AQUATONES

★★★★ **Crazy for You**—FARGO 1016—The gal lead sings in devoted tones of her love for the guy. Group keeps up a repetitive chant behind her against triplets. Good ballad wax with a chance. (Kahl, BMI) (2:10)

★★★★ **Wanted**—He wants a solid gold Cadillac. The lead man sings the bluesy item at an upbeat pace. Flip has an edge. (Instant, BMI) (2:12)

## JOHNNIE &amp; JACKIE

★★★★ **Carry Your Own Load**—TRI-PHI 1002—Here's an interesting side done in the hesitation Latin rhythm typical of some of the Drifters' hits. The message here is of an inspirational type and the boys handle it well. Side is worth spins. (Fugate, BMI)

★★★★ **So Disappointing**—Side again has a Latin touch to the rhythm. Boys turn in a good performance but the flip has the edge. (Fugate, BMI)

## HENRY MOORE ORK

★★★★ **Don't Everything**—KING 5513—Bright, happy instrumental rocker. Is accorded showmanly treatment by Moore. Danceable side. (Lola, BMI) (2:25)

★★★★ **The Big Frog**—Solid terp beat marks this catchy rhythm-novelty instrumental. Same comment on market potential. (Ha-La, BMI) (2:19)

## JIMMY DREW

★★★★ **Baby Lou**—DECCA 31275—An interesting blues with after-hours touches. Drew hands it a stylish performance against a persistent piano and rhythm backing. Good wax, with stark jazz overtones. (Champion, BMI)

★★★★ **White Jean**—A slow blues delivered in a smart, knowing way by Drew. The chanter has a style with his material and he could grab attention with both sides. (Champion, BMI) (2:40)

## STU PHILLIPS AND ORK

★★★★ **Love Theme From "The Guns of Navarone"**—COLPIX 603—Catchy, melodic theme from a big new movie is handed an attractive ork treatment with sweet sax solo work. Spinnable side. (Columbia Pictures, ASCAP) (2:34)

★★★★ **Tropical Summer**—Pleasant Latin theme is wrapped up in a romantic instrumental treatment, with, non-lyric chorus backing by Malcolm Dodds singers. (Suwal, BMI) (2:49)

## MARGARET LEWIS

★★★★ **John DeLee**—ROYAL AUDIO 2451—Lass sells this bright traditional tune with feeling over an infectious backing. (Magic Circle, BMI) (1:51)

★★★★ **Somebody's Wrong Baby**—Margaret Lewis sells this blues effort with a good touch. She has real talent. (Hip Hill, BMI) (2:00)

## BILL GIANT

★★★★ **Better Let Her Go**—MGM 3020—Bill has a giant of a sound on this rather and ballad. Intriguing beat and use of violins, multi-tracking and girls' chorus all swing on the side. (Aberbach, BMI) (2:40)

★★★★ **When I Grow Too Old to Dream**—The old standard gets an easy rocking treatment on this vocal. Flip is more potent. (Robbins, ASCAP) (1:59)

## MAD MIKE &amp; THE MANIACS

★★★★ **Quarter to Four**—HUNICH 345—Rocking instrumental side with standout sax solo work and an infectious hard-driving tempo that builds. It's patterned much on the idea of the current "Quarter to Three" hit but without a vocal. (December, BMI) (2:18)

★★★★ **The Hunch**—Wild shouting punctuates this rhythm-rocker item, but flip is better side. (December, BMI) (1:37)

# MODERATE SALES POTENTIAL

## POPULAR

## THE CLOVERS

★★★★ **Wrapped Up in a Dream**—★★★★ **Let Me Hold You**. WINLEY 255.

## DANIEL A. STONE

★★★★ **Little Miss Cool**—★★★★ **It Must Be Raining**. CAPITOL 4590.

## THE FIVE STARS

★★★★ **Blabber Mouth**—★★★★ **Baby**. Baby, COLUMBIA 42056.

## BOBBY RHINES AND THE ROGUES

★★★★ **Post Zibee Part II**—★★★★ **Let Johnny Drum**. APPLAUSE 1252.

## JACK BEDIANT

★★★★ **The Mystic One**—★★★★ **Questions**. ERA 3050.

## BARRY MCGUIRE

★★★★ **Theme From the Tree**—★★★★ **The Tree**. MOSAIC 1001.

## LARRY BIRDSONG

★★★★ **Sooner or Later**—★★★★ **I'll Let Nothing**. HOME OF THE BLUES 121.

## THE HUBBARD SISTERS

★★★★ **Ach! Heart**. KING 5507.

## THE LAVENDERS

★★★★ **I Said Look**—★★★★ **The Bell**. LAKE 706.

## BIG BEN'S BANJOS

★★★★ **Cuddle Up a Little Closer**. Mary's a Grand Old Name—★★★★ **Indiana** (Back Home Again in Indiana). Won't You Come Home Bill Bailey. KING 5506 (33).

## ANDREA CARROLL

★★★★ **Room of Memories**—★★★★ **Please Don't Talk to the Lifeguard**. EPIC 9450.

## TOMMY FALCONE &amp; THE CENTURIES

★★★★ **Like Weid**—★★★★ **Ship-to-Shore**. DESIGN 841.

## THE VAN DUKES

★★★★ **Meaning of Love**—★★★★ **The Bell**. Are Ringing. DeLuxe 6193.

## THE CASTLE KINGS

★★★★ **You Can Get Him**—Frankenstein—★★★★ **Loch Lomond**. ATLANTIC 2107.

## LINDA FIELDS

★★★★ **Get Along Pony**—★★★★ **Quietly**. GOLD EAGLE 1807.

## THE DREAMLOVERS

★★★★ **When We Got Married**—★★★★ **The Dreamlovers**. HERITAGE 102.

## LOU JORDAN

★★★★ **Paradise for Two**—★★★★ **Close Your Eyes**. JOSIE 888.

## ARDIS WELLS

★★★★ **Baby Doll**—★★★★ **I'm Only Human**. FEDERAL 12422.

## ROBERT ATTWOOD QUINTET

★★★★ **Fried Potatoes**—★★★★ **Pinky**. ALKI 461-3.

## ROOSEVELT NETTLES

★★★★ **Heartaches and Troubles**—★★★★ **You Honor**. BAMBOO 510.

## RONNIE DEE

★★★★ **Newer Love the One You Love**—★★★★ **Little Boy Blue**. WYR 1008.

## BILLY DAWN

★★★★ **Look What I Found**—ABC-PARAMOUNT 10217—Catchy rocker with a bluesy flavor is wrapped up in a personable reading by Dawn and cute femme chorus. (Figure, BMI) (2:25)

★★★★ **Don't Go Forvent**—r.&r. disk is sung with vitality and feeling by Dawn, and gospel-styled chorus. (Figure, BMI) (2:02)

## SONNY WARNER

★★★★ **Nothing**—CONCERTONE 220—The boy has a bright tune with a weepy kind of lyric that swings in a medium tempo Latin groove. Side features bright combo work. (Mune, BMI) (1:45)

★★★★ **My Love for You**—A soft rock ballad sung with verve by Warner here. Nice string work makes the side listenable but flip is better. (Mune, BMI) (2:08)

## BILL HAM

★★★★ **Big Lucas**—DOT #232—Intriguing tune and arrangement to match make this item of interest. It tells about a forthcoming rumble and the participants, Lucas. Watch it. (Cooga, BMI) (3:10)

★★★★ **Cry, Cry My Darling**—Chanter tries hard on this ballad, and the backing is warm, too. Flip is stronger, however. (Cooga, BMI) (2:32)

## THE CAVALRY MEN

★★★★ **Battle Cry**—UNITED ARTISTS 330—Hard-driving instrumental based on "Battle Hymn of the Republic" with rock, rocking beat, and standout fender guitar. Watch it. (Kryder, BMI) (2:00)

★★★★ **Chang Chang Cha Cha**—Rocking Latin-styled instrumental treatment of "O Sole Mio." Good wax. (Unart, BMI) (2:23)

## SONNY SABER

★★★★ **Shadow of My Love**—★★★★ **Worried Mind**. MALA 437.

## THE ALVANS

★★★★ **What Can It Be?**—★★★★ **Love Is a Game**. MAY 102.

## INEZ JOHNSON

★★★★ **A Change of Heart**—★★★★ **Why Did Ya?**. BRUNSWICK 55218.

## GUY LOMBARDO

★★★★ **Paradise Island**—★★★★ **Cocacola Wireless**. DECCA 31278.

## STICKS HERMAN

★★★★ **Lonely Feeling**—★★★★ **Give Me Your Love**. TIC TAC 103.

## PENNY RICHARDS

★★★★ **I'll Be Yours**—★★★★ **The Only Way**. MOONGLOW 201.

## RAY RUFF

★★★★ **Love Made a Fool of You**—★★★★ **My Wish Is You**. NORMAN 508.

## ANITA DE PALMA

★★★★ **Rebeldes**—★★★★ **Rebellion**. REBEL 31261.

## LONNIE DONEGAN

★★★★ **Amie Rhody**—★★★★ **Does Your Cheeking Gum Lose Its Flavor**. DOT 15911.

## JIM PIERCE

★★★★ **Cajun Hop**—★★★★ **Seventh Vol.**. REPUBLIC 2018.

## JAY FANNING

★★★★ **Baby Baby**—★★★★ **Your Girl**. ACME 100.

## KEYSTONES

★★★★ **Parking Field 4**—★★★★ **Don't Tell William**. CHELSEA 1002.

## LARRY NOLEN

★★★★ **What Heartbreak Really Means**—★★★★ **Remember Me**. RENNER 211.

## THE SULTANS

★★★★ **You Got Me Goin'**—★★★★ **I'll Be Easy**. TILT 782.

## GARY SHORTALL

★★★★ **Private Property**—★★★★ **Talkin' in My Sleep**. VISTA 382.

## MILLER SISTERS

★★★★ **You Got to Keep What You Sow**—★★★★ **Pop Your Finger**. GLDIS 1003.

## FRANK SCHEEREN

★★★★ **I Got Troubles**—★★★★ **Sugarwood Mountain**. STYLE 101.

## KIMM CHARNERY

★★★★ **For Me**. DOT 16233.

## KENNY BIGGS

★★★★ **Swingin' Swane Rock**—★★★★ **There's No Excuse**. B-W.

## BOB BUSH

★★★★ **I'm So Happy**—★★★★ **Time Will Tell**. KEM 2765.

## ROD LEMKE AND THE PEARLS

★★★★ **You Are My Sunshine**—★★★★ **The End**. ALKI 561-6.

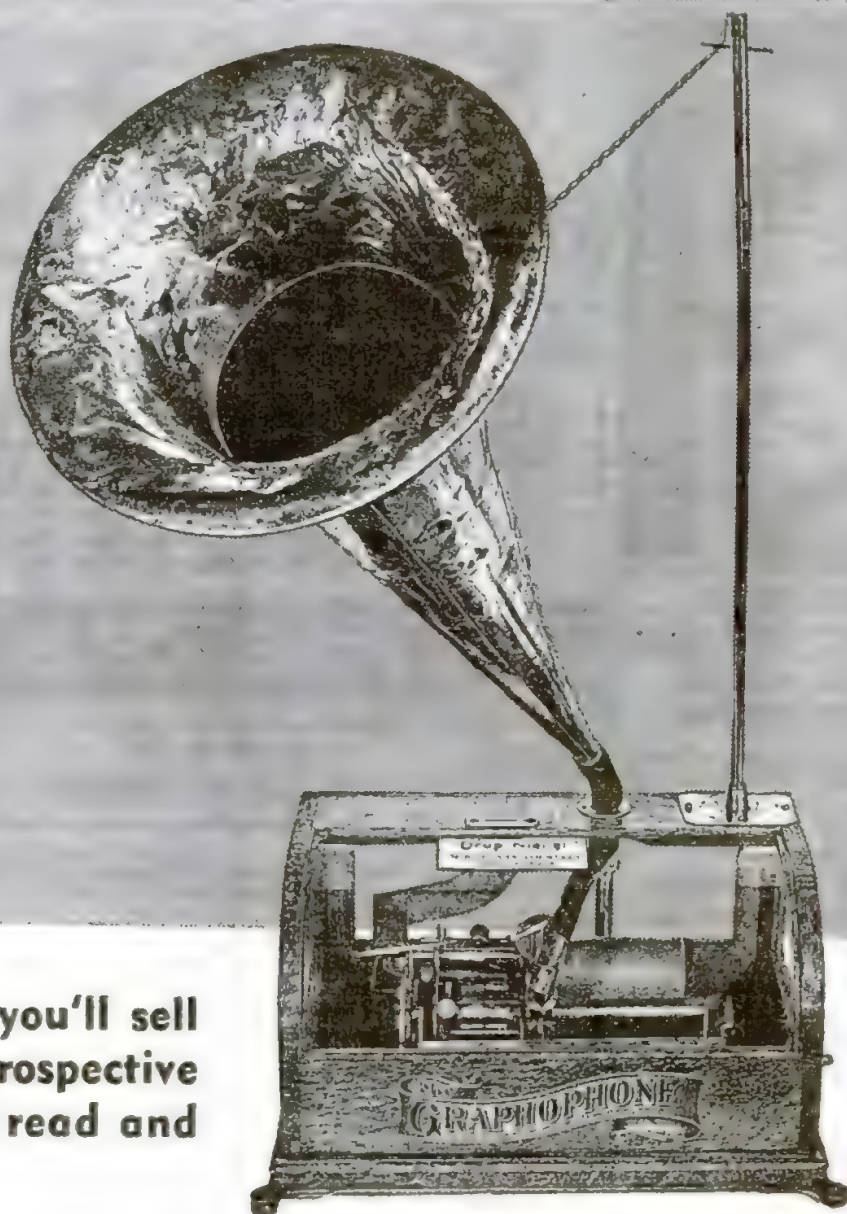
## LINCOLN RAND

★★★★ **Long Tall Sally**—★★★★ **For Sentimental Reasons**. ADONA 1444.

(Continued on page 32)



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The pick of the new releases:

# SPOTLIGHT ALBUMS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

• Continued from page 20

**Spoken Word**

**ROMEO AND JULIET (3-12")**  
Claire Bloom, Dame Edith Evans, Albert Finney. Shakespeare Recording Society SRS 228 (Stereo)—Stereo lends yet an additional dimension to Shakespeare's classic. An outstanding cast offers a reading that is moving and believable, one that truly brings the great drama to life. Use of two channels to indicate location and movements adds depth and perspective to what would be a first-class performance under any circumstances. Complete text is included with the handsomely boxed set.

# POP LP'S

★★★★  
**STRONG SALES POTENTIAL**

★★★★ **SAN ANTONIO ROSE**  
The Mills Brothers. Dot DLP 3363—The veteran vocal group warbles with taste and attractive simplicity on a group of pop-styled Western standards. Selections include "Cool Waters," "Cow Cow Boogie," "Home on the Range" and the title theme. Nice jockey wax.

★★★★ **RENDEZVOUS FOR STRINGS**  
Helmut Zacharias and his Magic Violins. Decca DL 75983 (Stereo & Monaural)—A delightful programming in fine stereo sound of dancing or listening music in Latin tempos. The lush and unusual orchestrations plus the violin mastery of conductor-arranger Helmut Zacharias adds color to the program. Some of the highlights include a novel number by Zacharias tagged "Bermuda Shorts," in addition to "Mare Nostrum," "Passion Flower," "The Gypsy" and "La Montana." Album should have wide appeal. Also good jockey wax.

★★★★ **DANTE AND THE EVERGREENS**  
Madison LP 1002 — The group which scored once with "Alley-Oop" offers that tune plus a number of items that have been hits for other artists. "Dream Lover," "Glorious Love," "Venus," would be examples. Boys' familiar sound will have appeal for the teen set.

★★★★ **LATIN DANCE TO THE TRUMPET OF HAZY OSTERWALD AND HIS SEXTET**  
Coral CRL 757382 (Stereo)—Pleasant and danceable Latin stylings by the group which recently enjoyed some minor chart success with a single, "The Charanga." Here, trumpet soloist Osterwald carries the lead with his horn on a series of Latin stylings, including "O Sole Mio," "Brazil," "Estrellita," and for kicks, "Itsy Bitsy Bikini." With a push from dealers, the wax could be sold.

★★★★ **CATERINA**  
Caterina Valente. Decca DL 4052—The great Miss Valente, a real vocal stylist in any language, determines to prove just that in this album which finds her performing in five languages—English, Italian, Spanish, German and French. Songs include "Baia," "Istanbul," "Just You Just Me" and "Granada." The songs are delivered with great fire and dash and fans of the thrush will really dig it.

★★★★ **EBB TIDE AND OTHER INSTRUMENTAL FAVORITES**  
Earl Grant. Decca DL 74165 (Stereo & Monaural)

Monaural)—This offering by Karl Grant is all instrumental and features the artist at both piano and organ. This, of course, adds up to a smooth mood wax for dancers (in the slow groove) and listeners. The tunes, which feature basic rhythm accompanying Grant, include "Stormy Weather," "Canadian Sunset," "My Foolish Heart" and "Exodus." Mightily pleasant listening.

★★★★ **HEART AND SOUL**  
The Cleftones. Gee GLP 705—The group has been around for a good spell and enjoyed substantial hits several years ago. Now they're back with a hot single, "Heart and Soul," and this newest album, which contains the current single hit, plus "Glory of Love," "You Baby You," "100 Pounds of Clay," and others. On the strength of name value and good performances, the package can garner sales.

★★★★ **BARBARA ANN**  
The Regents. Gee GLP 706—The boys have made it big on the singles charts with their "Barbara Ann," and this album is the next step in their collective career. Their second single release, "Run Around," is also here along with a mixture of standards and new tunes, delivered in their familiar style. The set figures to grab good action.

★★★★ **SABRE DANCE**  
Johnny Maddox. Dot DLP 25378 (Stereo & Monaural) — This interesting LP contains popular versions of classical melodies, including "Sabre Dance," "Melodie in F," "Barcarolle," "Full Moon and Empty Arms" and "Moon Love." The Maddox ork performs them brightly, with pianist Paul Smith pounding out the melodies neatly on every tune. A set that should be a lot of fun at parties, or at the beach.

★★★ **MODERATE SALES POTENTIAL**

★★★★ **ROCKIN' AND DRINKIN' MUSIC**  
Symphony De Paris. Norwood NS 100

★★★★ **THEMES FROM THE WORLD OF SIGHT AND SOUND**  
Harry Lubin and the Munich Symphony Orchestra; The Berlin Symphony Orchestra. Decca DL 74151 (Stereo & Monaural)

★★★★ **THIS IS MY COUNTRY**  
Fred Waring and the Pennsylvanians. Decca DL 4150.

★★★★ **VIVA ITALIA**  
Domenico Modugno. Decca DL 4133.  
(Continued on page 31)

# BILLBOARD MUSIC WEEK

## HOT C&W SIDES

				FOR WEEK ENDING JULY 9		WEEKS ON CHART	
				TITLE, Artist, Company, Record No.			
THIS WEEK	ONE WEEK AGO	TWO WEEKS AGO	THREE WEEKS AGO				
1	1	1	1	HELLO WALLS, Faron Young, Capitol 4533	16		
2	2	2	2	THREE HEARTS IN A TANGLE, Roy Drusky, Decca 31193	17		
3	3	3	3	I FALL TO PIECES, Patsy Cline, Decca 31205	14		
4	6	6	7	SWEET LIPS, Webb Pierce, Decca 31249	5		
5	7	7	9	HEARTBREAK U. S. A., Kitty Wells, Decca 31246	6		
6	4	5	5	LOOSE TALK, Buck Owens and Rose Maddox, Capitol 4550	7		
7	9	10	12	OKLAHOMA HILLS, Hank Thompson, Capitol 4556	6		
8	5	4	4	FOOLIN' AROUND, Buck Owens, Capitol 4496	23		
9	16	27	—	HILLBILLY HEAVEN, Tex Ritter, Capitol 4567	3		
10	15	19	—	TENDER YEARS, George Jones, Mercury 71804	3		
11	8	12	18	WRECK ON THE HIGHWAY, Wilma Lee and Stony Cooper, Hickory 1147	4		
12	17	21	—	SAN ANTONIO ROSE, Floyd Cramer, RCA Victor 7893	3		
13	11	8	6	HEART OVER MIND, Ray Price, Columbia 41947	16		
14	19	25	—	SEA OF HEARTBREAK, Don Gibson, RCA Victor 7890	3		
15	12	13	13	FROM HERE TO THERE TO YOU, Hank Locklin, RCA Victor 7871	5		
16	14	16	17	DON'T LET YOUR SWEET LOVE DIE, Don Reno and Red Smiley, King 5469	6		
17	13	14	16	BEGGAR TO A KING, Hank Snow, RCA Victor 7869	8		
18	25	23	27	THOUGHTS OF A FOOL, Ernest Tubb, Decca 31241	5		
19	18	11	8	MENTAL CRUELTY, Buck Owens and Rose Maddox, Capitol 4550	8		
20	10	9	10	FLAT TOP, Cowboy Copas, Starday 542	7		
21	30	—	—	THERE MUST BE A BETTER WAY TO LIVE, Kitty Wells, Decca 31246	2		
22	28	—	—	MY EARS SHOULD BURN, Claude Gray, Mercury 71826	2		
23	20	28	—	ONE WAY STREET, Bob Gallion, Hickory 1145	3		
24	23	20	22	WHEN TWO WORLDS COLLIDE, Roger Miller, RCA Victor 7878	5		
25	26	26	29	DIME A DOZEN, Shirley Collie, Liberty 55324	4		
26	22	15	11	HAND YOU'RE HOLDING NOW, Skeeter Davis, RCA Victor 7863	11		
27	—	—	—	BIG RIVER, BIG MAN, Claude King, Columbia 42043	1		
28	24	22	23	YEARNING, Benny Barnes, Mercury 71806	4		
29	—	—	—	TOO MANY TIMES, Don Winters, Decca 31253	1		
30	—	—	—	THE BELLS THAT BROKE MY HEART, Slim Whitman, Imperial 5746	1		

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## Reviews of New Albums

Continued from page 30

### JAZZ LP'S

★★★★  
**STRONG SALES POTENTIAL**

#### ★★★★ EASY DOES IT

Bobby Timmons Trio. Riverside RLP 9363 (Stereo & Monaural)—Bobby Timmons has built a large following via his piano work as well as his composing skill ("Moanin'" and "This Here"). This set, which shows off a varied and swinging Timmons, should be enjoyed by his fans. The title song, "A Little Easy" and "Pretty Memory," were all composed by the pianist, and he plays these, and a group of standards, with feeling and style. Good wax.

is a hard-charging tenor saxist, does much exciting improvisation both at the up and slower tempos and his support is fine. Could be a very strong item in the growing Griffin discography.

#### ★★★★ THE BEST OF ARGO JAZZ

Various Artists. Argo ALPS 1—Here is a sort of sampler of the fine jazz wax works of the Argo catalog. The excellent selection is culled from 11 different recent albums by such artists as Benny Golson, Art Farmer, James Moody, the Ramsey Lewis Trio, Buddy Rich, Milt Buckner and Ahmad Jamal. Swinging material to reach various jazz tastes.

#### ★★★★ NEWPORT REBELS

Jazz Artists Guild, Various Artists. Candid 8023 (Stereo & Monaural)—The title for this album comes from the group of insurgent jazz musicians who last year started their own jazz festival in competition with the regular Newport bash. Both were at the Rhode Island spa. These groups, as were the "rebels of Newport," are led by Charles Mingus and Max Roach and a fine line-up of hand-picked sidemen it was, plus vocalist Abbey Lincoln. Fine work is contributed by Roy Eldridge, altoist Eric Dolphy, pianist Tommy Flanagan and trumpeter Ben Bailey, among others. There are five tracks in all, which should be of interest to the swing and modern jazz collector.

#### ★★★★ JUNIOR MANCE TRIO AT THE VILLAGE VANGUARD

Jazzland JLP 9415 (Stereo) — Pianist Junior Mance and his new combo made this debut at New York's Village Vanguard in February of 1961. This is a live recording of the outfit's performance at the club on February 22 and 23. It shows off fine work by Mance and good support from Larry Gales on bass and Ben Riley on drums. Tunes are all originals, the best track being "Looptown," "63rd Street Theme" and "Smokey Blues."

#### ★★★★ MERRY OLDE SOUL

Viktor Feldman. Riverside RLP 9366 (Stereo & Monaural)—A lovely new album by Viktor Feldman, featured here on both piano and vibes. This is his first as a leader of a combo and he comes through solidly on both instruments and substantially as well as a composer. Backing Feldman are Sam Jones on bass and Louis Hayes on drums, with Hank Jones spelling Feldman when he is on vibes. The best sides are "Lisa," "The Man I Love" and "Come Sunday." Feldman should increase his following with this set.

#### ★★★★ CHANGE OF PACE

Johnny Griffin. Riverside RLP 9368 (Stereo & Monaural)—A highly unusual and offbeat album for Johnny on this LP. Griffin's strong sax is featured in front of a group composed of French horn, two bass violas, and drums. The effects are sometimes startling as in the lead track "Soft and Furry," and on the more plaintive "The Last of Fat Pants." Griffin, who

★★★ MODERATE  
SALES POTENTIAL

#### ★★★★ HEY BABY!

The Jazz Brothers. Riverside RLP 9371 (Stereo & Monaural).

#### ★★★★ SOUTHERN HORIZONS

Joe Harriott Quintet and Sextet. Jazzland JLP 9375 (Stereo).

#### ★★★★ A STORY TALE

Clifford Jordan and Sonny Red. Jazzland JLP 9405 (Stereo).

### CLASSICAL LP'S

★★★★  
**STRONG SALES POTENTIAL**

#### ★★★★ WAGNER FOR BAND

Eastman Wind Ensemble (Fennell). Mercury SR 90276 (Stereo & Monaural)—Six well-known pieces of Wagnerian music are played in recital band form on this LP. Three items from "Lohengrin" are performed: the "Prelude From Act III" the "Bridal Chorus," and "Elsa's Procession to the Cathedral." There are also selections from "Parsifal" and "Das Rheingold." The band plays them in workmanlike style with much enthusiasm. The set should appeal to connoisseurs of band music and to those who like their Wagner played with much bravado.

#### ★★★★ BERG: LYRIC SUITE;

WEBER: FIVE PIECES, OPUS 9, SIX BAGATELLES, OPUS 9

Jeillard String Quartet. RCA Victor LM 2531—This is an album aimed at the serious collector, and for him it will be richly rewarding. The performances of the Berg and Webern works are outstanding,

and the sound is well nigh perfect. The Berg "Lyric Suite" is performed sensitively and even romantically. The Webern works are handled in delicate fashion, but with freshness. An album that will please devotees of the composers.

#### ★★★★ BEETHOVEN: TRIO IN D, OP. 9, NO. 3; BACH: THREE SINFONIAS;

SCHUBERT: TRIO NO. 2 IN B FLAT

Hellets-Primrose-Pistagorsky Trio. RCA Victor LM 2543—Although chamber music is not normally strong-selling merchandise, the name value of this trio of giants makes this an important release. The works are not of the top chamber category, altho the Beethoven is a worthy composition of considerable interest. Only one competitive version exists for it and for the Schubert Trio, while this seems one of the only available recordings of the brief Bach Sinfonias. Properly, the jacket plays up the names of the musicians, making it suitable for display.

### SPECIALTY LP'S

★★★★  
**STRONG SALES POTENTIAL**

#### INTERNATIONAL

INTERNATIONAL SONGS OF THE THE MEDITERRANEAN

Charles K. L. Davis. Everest LPER 5122—The Hawaiian-born tenor sings a number of romantic songs of Mediterranean and Adriatic derivation. He gets handsome support from a complement featuring accordion, guitar and mandolin sound. Included are "Non Dimenticar," "Ciao Ciao Bambino" and "La Vie en Rose. Pleasant mood wax with a strong vocal performance.

#### ★★★★ GERMAN EVERGREENS, VOL. 2

Immer Wilder Gern Gebert. Florida FLP 1311—Good listening on this LP for those with a leaning for German language songs.

The set is filled with a variety of German language standards with singing and playing by a listful of artists including the well-known Willy Schneider, Albert Bosen and Peter Alexander. Set should sell well in areas where German recordings normally move.

#### COMEDY

★★★★ THE WIERD AND THE BEARD  
Jack Clements and Dale Stevens. Fraternity F 1012—The weird in this album is Jack Clements; the beard, Dale Stevens. Of the two of them Clements is the real brains since he wrote most of the bits and gets most of the laughs (the record was made in a studio but with a live audience).

(Continued on page 34)

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Record: Duke 336

Identifying tune: "How Does a Cheating Woman Feel?"

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Rusty & Doug  
LOUISIANA MAN  
HICKORY #1137

## • Reviews of New Singles

• Continued from page 28

GEORGIANNA

★★★ Wedding Day—★★ I Wan'na Be  
(Your Baby). ECHO 1006.

DON DAFFRON

★★★ Walkin' and Cryin'—★★ Angel  
With Golden Wings. NORMAN 507.

CASEY ANDERSON

★★★ Freedom Rider—★★ The Grim  
Reaper. SUTTON 1939.

LARRY HAYS

★★★ Don't Be Hasty—★★ Somebody  
Took My Hand. FABRI 400.

THE HOLLIDAYS

★★★ The New Trucking—★★ Got My  
Letter. LYONS 107.

GEORGIA BROWN

★★★ With All the World to Dream  
About—★★ Patiently. STANTON 1001.

### LIMITED SALES POTENTIAL

#### POPULAR

DANCING PANTHER DANCEBAND  
My Lonesome Heart—Drembo. WAR-  
NER BROS. 5230.

PHIL BLACK

Coffee Shop—Let Me Know. ESTATE  
1002.

EARL CUPIT

I Always Do—Don't Touch Me. VQGW  
401.

SONNY HODGES

Jamie—Flame. MYRL 404.

MARUE ALLEN & SONNY WARNER

Hand in Hand—Till Then. BEE BEE  
221.

FAGAN BROS.

Memories Are Made of This—Sad  
Dance. ADAIR 83.

GEENEE STERLING

Why Don't You Know—Angry. ROUND  
1013.

DWIGHT JAMES

Walkin' Out—Just for Two. SPINDLE-  
TOP 111.

BOBBY COLQUITT AND STRING BEAN  
CHARLES BAND  
I'm Goin'—Million Dollar Play Ght.  
COLT 1615.

TOMMY HAMMOND

Please Be Mine—Let's Forget We Ever  
Met. KOOL 1011.

JUNIE LOU

Oh, So Many Years—Build of Lookout  
Mountain. PROCESS 101.

TERRIFIC TABORS

Rockin' the Boat—Tabor Tromp.  
APPLAUSE 1251.

BOBBY CLANTON

One More Night—Beat Back Baby.  
KOOL 1010.

ROGER CARLIN

Lullaby of Springtime—The Light of My  
Life. RONNIE 1020.

TOMMY BARNES

You're Mine—Why Did You Go Away?  
RONNIE 1024.

SAMMY MARSHALL

Be Optimistic—In Miami. ROXIE 301.

### ★ ★ ★ ★ STRONG SALES POTENTIAL

#### JAZZ

BOBBY HUTCHERSON

★★★★ Out Meal—PACIFIC JAZZ 316—

A light, bright jazz single here featuring

vibist Hutcherson with Pacific Jazz piano

star Les McCann. Side swings right along

in a medium groove with fine solo by the

principal soloist. (West Coast, ASCAP)

(2:29)

CURTIS AMY

★★★★ One More Hambock Please—A

nice light side in medium tempo features

Amy on tenor sax blowing well. The side

also features pianist Les McCann who

solos nicely on the tune. Both tracks are

from the LP "This Is the Blues." (West

Coast, ASCAP) (3:14)

RICHARD (GROOVE) HOLMES

★★★★ Them That's Got—PACIFIC

JAZZ 321—A fine instrumental interpreta-

tion of the Ray Charles tune. Holmes does

a highly interesting job on his organ solo.

Ben Webster sells the tenor chorus with

authority while Les McCann plays well in

his rare of the solo spot. (Ray Charles,

BMI) (2:42)

★★★★ That Healin' Feelin'—A tough

swinger in the jazz groove here. Side spots

strong tenor sax work by Ben Webster

and fine organ work by Holmes. Side is

an up-tempo swinger that moves right

along. Both sides are from the LP

"Groove." (2:50)

ART BLAKEY AND THE JAZZ MES-

SENGERS

★★★★ Dat Dere (Parts I & II)—BLUE

NOTE 1790—Bobby Timmons' fine origi-

nal gets a strong instrumental version on

this two-sided disk. Solos are by Timmons

on piano, Lee Morgan on trumpet and

Wayne Shorter on tenor sax. Side should

get much play in jazz jukeboxes and by jazz

jocks. (Pam)

### ★ ★ ★ MODERATE SALES POTENTIAL

CHICO HAMILTON QUINTET

★★★★ Afternoon of a Breeze (Parts

I & II). COLUMBIA 42045.

CURTIS AMY-FRANK BUTLER SEXTET

★★★★ Gone Into It—★★★★ Groovin'

Blue. PACIFIC JAZZ 319.

BUJ SHANK

★★★★ New Groove—★★★★ The Awak-

ening. PACIFIC JAZZ 320.

LES McCANN LTD.

★★★★ Gone On and Get That Church

(Part I)—★★★★ Gose On and Get That

Church. PACIFIC JAZZ 318.

LES McCANN LTD.

★★★★ Big Jam—★★★★ I Am in Love.

PACIFIC JAZZ 317.

LARRY (WILD) WHICE

★★★★ Husky—★★★★ Sanctiflum. PACIFIC

JAZZ 322.

JIMMY SMITH-KENNY BURRELL

★★★★ Since I Fell for You—★★★★

Motorin' Along. BLUE NOTE 1769.

★★★★ STRONG  
SALES POTENTIAL

#### SPIRITUAL

MORGAN BABB

★★★★ Don't Leave Me Jesus—NASH-

BORO 696—Morgan Babb sells this spiri-

tual effort with deep feeling and sincerity

over listenable support by a male group.

A side that should interest gospel fans.

(Eccellerec, BMI) (2:15)

★★★★ Lord You Know—A bright, up-

tempo effort is headed a vibrant perfor-

mance by the singer again with support from

a male group. Two solid sides for the

market. (Eccellerec, BMI) (2:33)

HARMONIZING FOUR

★★★★ Wade in the Water—VEE JAY

896—A soft and delicate chant lead by the

deep, bass lead, with a persistent repeat

phrase of the title from the group. Boys

handle it to simple drum backing. Strong

Wax. (2:59)

★★★★ We're Crossing Over—Rhythm

backing supports the boys on this side with

a compulsive beat. The side builds in

(Continued on page 33)

## BILLBOARD MUSIC WEEK HOT R&B SIDES

FOR WEEK ENDING JULY 9

TITLE, Artist, Company, Record No.

THIS WEEK	ONE WEEK AGO	TWO WEEKS AGO	THREE WEEKS AGO	WEEKS ON CHART
1	2	3	3	TOSSIN' AND TURNIN', Bobby Lewis, Belltone 1002..... 6
2	1	2	2	EVERY BEAT OF MY HEART, Pips, Vee Jay 386 ..... 6
3	5	6	6	RAINDROPS, Dee Clark, Vee Jay 383 ..... 7
4	6	5	7	BOLL WEEVIL SONG, Brook Benton, Mercury 71820 ..... 6
5	4	4	5	I DON'T MIND, James Brown, King 5466 ..... 6
6	7	7	9	QUARTER TO THREE, U. S. Bonds, LeGrand 1008 ..... 6
7	3	1	1	STAND BY ME, Ben E. King, Alco 6194 ..... 8
8	19	—	—	I'VE GOT NEWS FOR YOU, Ray Charles, Impulse 202 ..... 2
9	18	—	—	I'M COMIN' ON BACK TO YOU, Jackie Wilson, Brunswick 55216..... 2
10	20	—	—	THE FLOAT, Hank Ballard and the Midnighters, King 5510..... 2
11	8	8	8	LONESOME WHISTLE BLUES, Freddy King, Federal 12415 ..... 6
12	12	12	14	I LIKE IT LIKE THAT, Chris Kenner, Instant 3229 ..... 5
13	9	16	—	PEACE OF MIND, B. B. King, Kent 360 ..... 3
14	13	11	12	HIDEAWAY, Freddy King, Federal 12401 ..... 17
15	14	14	15	FOOL THAT I AM, Etta James, Argo 5390 ..... 5
16	11	19	18	YOU ALWAYS HURT THE ONE YOU LOVE, Clarence Henry, Argo 5388... 6
17	10	9	11	DRIVING WHEEL, Little Junior Parker, Duke 335 ..... 8
18	15	13	10	MOTHER-IN-LAW, Ernie K-Doe, Minit 623 ..... 14
19	22	—	—	PLEASE STAY, Drifters, Atlantic 2105 ..... 2
20	23	30	—	THAT'S WHAT GIRLS ARE MADE FOR, Spinners, Tri-Phi 1001..... 3
21	25	28	—	NO, NO, NO, Chanters, DeLuxe 6191 ..... 3
22	21	26	—	CUPID, Sam Cooke, RCA Victor 7883 ..... 3
23	26	—	—	IT KEEPS RAININ', Fats Domino, Imperial 5753 ..... 2
24	16	24	26	LITTLE EGYPT, Coasters, Alco 6192 ..... 4
25	30	—	—	I'M GONNA MOVE TO THE OUTSKIRTS OF TOWN, Ray Charles, Impulse 202 ..... 2
26	28	—	—	GEE, Hollywood Flames, Chess 1787 ..... 2
27	—	—	—	TE-TA-TE-TA, Ernie K-Doe, Minit 627 ..... 1
28	29	—	—	MY TRUE STORY, Jive Five, Belltone 1006 ..... 2
29	27	29	28	I'M SO YOUNG, Students, Argo 5386 ..... 6
30	—	20	19	RAININ' IN MY HEART, Slim Harpo, Excello 2194 ..... 3

## BREAKOUTS!

"MUSIC, MUSIC,  
MUSIC"

the  
SENSATIONS

argo 5391

"YES,  
THEY DO"  
the  
HOLLYWOOD  
FLAMES

chess 1787

"STRANDED IN THE  
JUNGLE"

b/w

"DON'T SAY GOODBYE"

the

VIBRATIONS

checker #982

"DARLING,  
I'M HOME"

the

MANDELLS

chess 1794

CHESS PROD. CORP. 2120 S. Michigan, Chicago 16.

#### 2 TOP HITS!

"HOLD TO GOD"

The Caravans  
savoy #1050

"MY GOD CAN  
DO NO WRONG"

b/w

"OUR REVIVAL TIME"

Original Blind Boys of Ala.  
savoy #1053

SAVOY RECORDS  
NEWARK, N. J.

#### NEW WINNER!

FATS DOMINO

I JUST CRY

and

IT KEEPS RAININ'

#5753

IMPERIAL RECORDS

6425 Hollywood Blvd.

Hollywood 28, Calif.

#### TWO MOVING SIDES!

SPIRITUALS

WILLIAMS AND THE GOSPEL

PACKERS

★★★★ He's Got His Eye on You—

MINT 804—Side moves right, along with

a rolling beat. Deejays will find it good

programming. (Ford, BMI) (2:00)

★★★★ I've Got Old Time Religion—

The group sings this side with fervor.

Good Sound. (Ford, BMI) (2:39)

Billboard, June 26 issue.

MINT RECORDS

132 Nassau St. Brooklyn, N. Y.

#### NEW RELEASE

REDD FOXX

'HE'S FUNNY

THAT WAY'

DTL 815 EP 876-817

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810 U. S. PAT. OFF.



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EVENING"**

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Of The  
Year!!**TENNESSEE**Todd  
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THE VELVETS**

#441

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New York, N. Y.ROMANTIC  
HAWAIIAN MUSIC  
AUTHENTIC  
RECORDINGSWrite for free  
catalogue today**WAIKIKI  
RECORDS**529 Kamakee  
Honolulu, HawaiiMastering—Processing—Pressing  
small or large quantities  
**NEW MODERN PLANT****SIDNEY J. WAKEFIELD**1636 W. Moreland St., Phoenix 7, Ariz.  
For fast service, Dial 252-6444**• Reviews of New Singles**

• Continued from page 32

Intensity with a powerful lead job. The group should do good business with both these sides. (2:54)

**HIGHWAY QCS**

★★★★ Do You Love Him—VEE JAY 897—A rhythm gospel side with a solid, hand-clapping beat against the shouted lead and rhythm accompaniment. The group is in stand-out form here. This should score well in the market.

★★★★ Heavenly Father's Children — A slow and thoughtful message is delivered with taste by the group. Strong lead and sympathetic backing by the boys. Sterling formances. (Martin &amp; Morris, BMI)

**SOUL STIRRERS**

★★★★ I Love the Lord—SAR 116—The fine gospel group sings out with conviction on this spiritual side with a pop sound. The strong lead man is assisted by the rest of the group and a rhythm section that gets a fine calypso-styled beat. (Kags, BMI) (2:42)

★★★ I'm Thankful—A slow spiritual with a higher voice taking over the lead. The feeling of the side is in a quiet groove.

Simple backing assists the lead and the rest of the group. (Kags, BMI) (2:18)

**PROF. HAROLD ROGGS**

★★★★ I Prayed and He Healed Me — NASHBORO 694 — Warner Buxton shouts the religious theme on this uptempo gospel effort, helped much by the male group who sing with spirit behind him. Strong wax for the field. (Excellerec, BMI) (2:23)

★★★★ I Recommend the Lord — On this side lead voice Warner Buxton and the chorus sing of the Lord on a rather diffuse spiritual effort. Good showcase for the lead, though without the flip's impact. (Excellerec, BMI) (2:45)

**PILGRIM JUBILEE SINGERS**

★★★★ Jesus Help Me — NASHBORO 695 — The Pilgrim Jubilee Singers come through with a forceful and stirring performance of an uptempo gospel effort that displays the fine harmonies of the group as well as a strong lead voice. Fine dishing for the spiritual market. (Excellerec, BMI) (2:22)

★★★★ I've Done Got Over — The group takes this meaningful tune in slower tempo, again turning in a heartfelt performance. (Excellerec, BMI) (2:25)

★★★★★

**STRONG SALES POTENTIAL****POLKA****LFL WALLY**

★★★★ Green Meadow Polka—JAY JAY 241 — The well-known maestro leads his crew through a medium-paced polka effort. Side has color and the name value of the leader man should get this side on the boxes. Vocal is in Polish. (Jay Jay, BMI) (2:35)

★★★★ Sad Without You—A waltz with a relaxed feeling. Vocal again is in the mother tongue. For the romantic dancers.

this is a neat change of pace from the flip. The programmable sides for jukes. (Jay Jay, BMI) (3:20)

**FALIGAS POLKA DOTS**

★★★★ Hammond Polka—JAY JAY 243 — A happy sounding polka arrangement by the band. Dancers will like. (BMI) (2:00)

★★★★ Hej Hej Kawalerowie—An upbeat side with shouting from the band behind the vocal. Band features accordion and trumpets. Fair for the boxes. (Polish) (3:30)

★★★★★

**MODERATE SALES POTENTIAL****COUNTRY & WESTERN****OTHELL SULLIVAN**

★★★★ A Fool to Care—★★★ Somewhere, Sometime, Someone. LONGHORN 513.

**THE TUTTLE SISTERS**

★★★★ Lonely — ★★ I Was Took. GRANIT 553.

**HOLIDAYS**

★★★★ Dark Valley — ★★ Desperate. SANTO 500.

**WILEY BARKDULL**

★★★★ These Old Arms—★ Tear Down That Wall. ALLSTAR 7222.

**DARRELL TATUM**

★★★★ Dixie—★ Battle Hymn of the Republic. SANTO 501.

**DOLPH HEWITT & THE JOHNSON SISTERS**

★★★★ Soap and Water—★★★ The Door to Your Love. JANIE 459.

**BILLIE JEAN HORTON**

★★★★ Don't Take His Love—★★★ Ocean of Tears. 20th FOX 266.

**THE OZARK MOUNTAIN TRIO**

★★★★ I Forgot to Forget—★★★ Short Life of Trouble. MARLO 1511.

**RANDY KING**

★★★★ The Last Show—★★★ It's Me Again. JAYBO 2485-2486.

**RHYTHM & BLUES****THE TRUETONES**

★★★★ Blushing Bride — ★★ Singing Waters. FELSTED 8625.

**EDDIE (CLEANHEAD) VINSON**

★★★★ Cherry Red—★★★ Kidney Stew. BETHLEHEM 11097.

**SPIRITUAL****THE ORIGINAL SOUL REVIVERS**

★★★★ Lord, I've Done You Wrong—★★★ Lord, Don't Turn Me Away. REVIVERS 1201.

**POLKA****JOHNNY HYZNY**

★★★★ Money Money Polka—★★★ Ohio Polka. JAY JAY 242.

**GEORGIA HINTON**

★★★★ I Play for Keeps—★★★ I Need Love. CHECKER 984.

**LIMITED SALES POTENTIAL****COUNTRY & WESTERN****OLEN BINGHAM**

Bayou Queen—What Else Can I Do. MURECORD 100-101.

**THE SPROUTS**

Lily White Rose — Merciful Tears.

**LEON BEAVER**

I'd Like to Hold You—I Can Forgive You. SWAY 902.

**TOMMY CARTER**

Please Find My Love — Your Promises. GAYNOTE 106.

**DOUG SWANEY**

Fool About My Baby — Precious Gift. CARMA 503.

**SHIRLEY JEAN**

I'll Get Even With You — Alone Am I. MYRL 403.

**JESSE BRYANT**

Blue Today — Trouble Blues. DAY 1001.

**DANIEL JAMES**

Girl of My Dreams — What More Can I Say. ALLSTAR 7224.

**RHYTHM & BLUES****PHIL & MARIE**

Tha k You My Dear — Love Doctor. SWAY 902.

**JESSIE PRICE**

Cutie—One of These Days. ECHO 1005.

**SPIRITUAL****THE BENNETT SENSATIONALS**

For Jesus. GOSPEL 5808.

Good things  
happen when  
**YOU** help**THRU RED CROSS****3 FOR THE MONEY!**

Ray Charles

**AM I BLUE**

and

**IT SHOULD HAVE BEEN ME**

2106



The Original Hit Version From F- 31

Lonnie Doneg n

**HAVE A DRINK ON ME**

and

**BEYOND THE SUNSET**

2108

The Castle Kings

**YOU CAN GET HIM,  
FRANKENSTEIN**

and

**LOCH LOMOND**

2107

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Both on DUKE  
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NO MORE"**

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\*MUSIC REPORTER'S SCOOP OF THE WEEK

— and —

**"ST. JAMES\*  
INFIRMARY"**

\*THE BILLBOARD'S SPOTLIGHT WINNER

★

DUKE 340

**BILL HENDERSON'S**

smash single hit

**"MY HOW THE TIME GOES BY"**

VeeJay 391

from his new album **VEEJAY** 1031

D.J.'s: Write for samples to VeeJay, 1449 S. Michigan, Chicago 5.



## British, Yanks Share Week's Disks

• Continued from page 16

Audio Enterprise indi production firm. Decca group had eight releases. Two were British and the remaining six were American—Floyd Cramer's "San Antonio Rose" (RCA) and (all on the London label) Johnny and the Hurricanes: "High Voltage," Ray Peterson: "You Thrill Me," Billy Vaughn: "Blue Tomorrow," Tab Hunter: "Wild Side of Life" and the Drifters: "Please Stay."

### Publishing

Declining after more than two months on the best selling chart is Helen Shapiro's "Don't Treat Me Like a Child." U. S. and South American copyrights on the number have been assigned by Alan Paramor of Lorna Music, London, to George Weiner's Wemar Music Corporation, and the disk has been issued by Capitol. Scandinavian and German rights have gone automatically to

Lorna's parent firm, Hansen of Copenhagen. Pathe-Marconi has it for France and Leonard for Italy, but most other territories are still available. Shapiro's waxing was the outstanding sleeper of the year, being issued nine weeks before it began to move.

Lorna is also disposing overseas rights to "Deerstalker" written by David Lisbon and recorded by him for Philips. The disk has not yet entered the charts but sheet-music sales have rated.

Feldman's firm recorded the theme of a new British film, "The Boy Who Stole a Million," by the Tony Worth ork, and the disk was issued by the indie label, Ember. Rank's publishing firm, Filmusic, has "No My Darling Daughter," a title song of the film of the same name penned by Herbert Kretzmer and Dave Lee (who had "Goodness Gracious Me" some months ago). It has been recorded by Sir Michael Redgrave and Jukie Mills for release here on Parlophone.

### Visiting

Attorney M. Rubin was in London for discussions with British labels for the representation of Reprise Records here. . . . Capitol's Glenn Wallichs was in London on his annual summer visit to attend an EMI board meeting and for discussion with Sir Joseph Lockwood and other leading executives.

### Disk Business

United Artists has commissioned EMI to record an instrumental LP by Alyn Ainsworth and his orchestra to be called "Blue Horizons" . . . King has asked EMI to cut a piano and strings album for it by the Tony Osborne ork whose recent U. S. releases have been through Roulette. . . . Ricky Valance (Columbia), who had a No. 1 hit here with his cover of "Tell Laura I Love Her" last summer, has another controversial cover as his new release—"Bobby." Pye acquired the Portrait version by Neil Scott and was rushing it out as a supplement for last weekend.

### Talent

Nearly finalized is three weeks in Scandinavia for the Allisons, due to start October 25 and including radio, TV and concert bookings in all four capitals. . . . MGM films is negotiating with Connie Francis to make a movie here in the fall. BBC-TV will not carry the "Perry Como Music Hall" when it resumes this fall. It has been seen here since January 1958, and particularly in its earliest days was responsible for launching many hit disks here—both Como's and and some of this guests'. Reason given for the dropping was "program reshuffling," but it is known that BBC officials have been unhappy at the heavy editing necessary (to delete commercials—even "Kraft" from the title—and music and performance not cleared for Britain.)

## Reviews of New Albums

• Continued from page 31

There are some very funny routines on the album, especially an hilarious modern-day private eye version of "Snow White," and an analyst talking to a man who doesn't realize he has a canine tendency. Some poignant comments on segregation come as a result of the "Green Man" routine. In all, a fine LP debut for the pair who should bear watching.

### SPOKEN WORD

★ ★ ★ STEPHEN FETCHIT IN PERSON  
Vee Jay LP 1032—Moviegoers of an earlier day will remember Stephen Fetchit, who now is heard in a new act which bears little resemblance to his older more narrowly styled comedy. Material here is smart and up to date, with such monologs as one about an airplane flight, the police department, etc. It's the same Fetchit in terms of delivery, however, and those who were fans at one time will enjoy this disk appearance. Audience laughter has a canned sound.

## Capitol Albums

• Continued from page 1

lease" which will feature a key and secondary artists, and a "category release," featuring product groupings such as its Starline Series, Capitol-of-the-World, country and western, rhythm and blues, or band music, etc. One artist will be chosen each month from the "highlight release" for special spotlight treatment. That artist's new release will serve as a peg upon which will be hung a special program including his catalog items. This program often will include special dealer discounts.

Capitol Classics and Angel Records will be issued similarly on alternate weeks. The plan calls for one longhair artist from each line to receive the monthly spotlight treatment. That artist's new release will spearhead a month-long promotion of his catalog wares.

As a result of the weekly release program, Capitol will be able to focus full time and attention on its Starline Series, and such special category releases as its International Capitol-of-the-World line, c.&w. r.&b., among others. It also permits the label to use its new releases as a sweetener, helping to rekindle interest in a given artist's catalog items. In this way, Capitol hopes to be moving catalog product side by side with new releases.

The label has long felt that salable past releases have become submerged in the flood of new product to where merchant and customer tend to overlook the value of a favored artist's available catalog items. These benefits plus the aforementioned advantages of smaller releases are on the plus side of the weekly LP program. On the minus side is the more complex handling and operations to be expected in moving from a 12-month-a-year to a 52-month-a-year schedule. The firm, however, is confident that the potential is so great that it will more than pay for whatever procedural headaches it will have to stand.

## R.&B. Disk Jockeys

• Continued from page 1

many of them were still taking payola. This is only a partial explanation, if true. As was explained by a prominent a.&r. man a while back, who has a string of rock and roll hits to his credit, "The same type of attention and persistence and lunches and dinners with the rock and roll jocks pays off in spins as it used to with the pop jocks before so many went to Top 40. Some companies may be giving out payola, but you don't have to."

It is interesting to note how strong the r.&b. jocks are in major cities. Alan Freed, who just left his spot at KDAY in Los Angeles, had a very high rating on the station after only a few months there. He helped break many hits of new labels, including sides by Rosie and the Originals, Kathy Young, and the New Yorkers. Alan Fredericks, WADO, New York, Jocko Henderson in New York and Philadelphia, Georgie Woods in Philadelphia, Bugs Scruggs in Cincinnati, Zenas Sears in Atlanta, and many others, have huge followings.

Even large firms who never paid much attention to rock and roll, Columbia and Capitol for instance, have started to issue a regular flow of rock-and-roll-type records to try to break new artists through with the r.&b. jocks.

The BMW "Hot 100" chart this week provides a striking illustration of the sales power of rhythm and blues in the pop singles field today. The top five records are all rhythm and blues or r.&r.-oriented disks—U. S. Bonds' "Quarter to Three," No. 1; Bobby Lewis' "Tossin' & Turnin'," No. 2; Brook Benton's "Boll Weevil Song," No. 3; Dee Clark's "Raindrops," No. 4; Adam Wade's "Writing on the Wall," No. 5. And 38 of the top 50 disks fall into the same category.

## MUSIC AS WRITTEN

• Continued from page 6

is a fem trio, the Mamselles, who bear watching from a recording standpoint. Gals play Mondays through Saturdays. Personnel comprises pianist Jean Holthaus, bassist Jan McFarren, and drummer Patty Miller, who also contributed the vocals. . . . Local RCA Victor Records bossman, Jerry Weiner, back in harness after a week's vacation of mowing the lawn, relaxing in the sun and listening to the radio. His Gal Friday, Julie Godsey, duplicates that this week. Their hottest items at the moment, they report, are "Again," by the Concordes; Jim Reeves' release of "What Would You Do?" and Al Hirt's new single, "I'm on My Way." . . . Sales on Chet Atkins' new album, "Most Popular Guitar," has shown a decided spurt in sales in the area since his recent visit here.

Bill Sachs

## Boston

The Mills Brothers have put themselves in solid with the prom crowd in their stint at the big Monticello. They dedicated "Queen of the Senior Prom" to the various classes, sung in their inimitable harmony. Words were written by ex-deejay Ed Penny, who wrote it for the first of his five daughters five years ago. . . . Eddie Hodges, former young star of "The Music Man," heading this way for extensive promotion with his Cadence hit, "I'm Gonna Knock on Your Door."

The Chico Randall Trio is carving a name for itself in a two-week appearance at the 1233 House, featuring their new Roulette LP. . . . Coed's Johnny Maestro in town with his "What a Surprise," getting good play. . . . An appearance on the Ed Sullivan Show did wonders for Columbia's Mike Clifford, with sales up locally. . . . Del Shannon on Atco getting good response with his "Hats Off to Larry."

Cameron Dewar

## Noel Brown Named to Festival Post

• Continued from page 16

ord company has put out money to buy TV commercials to promote the sale of records.

### Artist & Disks

A new artist in the EMI ranks is George Karren, who has completed his first record on the HMV label with one of the biggest sounds ever produced in the EMI Sydney Studios. . . . Brian Davies recording of "Dream Girl," which made a very big impression on the panel of the Australian "Juke Box Jury," is off to a very big start and has already moved up to 23d position in the Top 40 on its second appearance.

Stim Dusty's latest Columbia record is "My Pal Alcohol," which should prove a rival to his now famous "Pub With No Beer," still the all-time, best selling Australian recording. . . . Col Joye has just waxed for Festival a revival of the old Judy Garland standard "For Me and My Gal" for release at the end of July.

### Gilbert and Sullivan

This month the written works of Gilbert and Sullivan became available for free performances and publication. It is expected that musical societies, TV producers and others will follow the lead of the World Records Club which has promptly issued LP's of "The Mikado" and "The Gondoliers." An English Company, the Linden Singers, is heard in both performances.

An interesting release this week

## Norwegian News

• Continued from page 16

melodies among the non-winning songs. These will be recorded by Jan Holland and issued in the fall: "Sjumann pa gjensyn" (I'll Be Seeing You, Sailor), "Du" (You), and "Katerina."

Meanwhile, other record companies are looking for other ways to meet the "little crisis" of the Norwegian disk industry.

### New Records

The issuing of "Temptation" by the Everly Brothers (Warner Bros.) and "I Feel So Bad" by Elvis Presley (RCA) top the list of new releases in Norway this week, but to hundreds of eager women between the ages of 17 and 70 the news of an LP by Robertino, the little Italian wonder boy who is "world famous in Scandinavia," will be just as exciting. Robertino (last name: Loreti) sings on a Triola LP called "Robertino Synger."

comes from the English Decca label, titled "Juke Box Favourites." The disk, recorded in Germany, features 12 tracks on each side of the LP, by Caterina Valente, Vico Torriani, Will Glabe and Werner Muller. The numbers are all taken from Germany's hit parade and include "Calcutta," "Sailor" and "Milord."

Festival has issued the first Sammy Kaye disk under his new contract with American Decca on the Festival label, "Sing and Sway With Sammy Kaye." London has released from the Dot label Billy Vaughn's "Orange Blossom Special" and "Wheels."

## Spanish News

• Continued from page 16

will work this summer along the Mediterranean coast and down south where the sun of Andalucia is so loved by tourists. This means business for everybody. Companies are specially aware of having enough flamenco disks in inventory. Regal, Hispavox, Belter, Philips, RCA, Discophon, Iberofon, Montilla and many others have strong catalogs of albums and EP's with music and stories about toros, mallorca, gypsies, and other typical material.

### Disk Shorts

Robertino from Italy launched in Spain by Discophon. The original records were issued on Triola of Denmark, so this deal marks another foreign label gaining distribution in Spain. . . . Antar from Uruguay (Telefunken) is very interested in having pressed the Hot Blowers in Spain. A young Uruguayan group that plays good jazz, they are touring Chile and Peru right now. . . . Wanda Jackson singing "Mean, Mean" and "Happy Birthday" on Capitol. . . . Arlequin, one of Benjamin's Spanish labels, is pressing Somerset material.

The Marcells show signs of making it big in Spain. "Blue Moon" Colpix-Discophon has been coming up strong during the last four weeks. . . . "De Donde" is a new song by Joaquin Prieto (La Novia) and Baby Bell's record of it made the preview in Europe (Odeon-Buenos Aires). . . . Tito Avila from Columbia showed the Rafalo label with "La Rajita de Canela." Could be welcomed in Spain.

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# How Runyon Succeeded in Export Field

NEWARK, N. J.—A little more than two years ago Myron Sugerman, fresh out of Bucknell University, applied to Runyon Sales, local AMI outlet, for a job.

Young Sugerman had pretty fair connections at Runyon; his father, Barney Sugerman, one of the deans of the coin machine industry, is Runyon's president.

The only difficulty was that there wasn't really a job open at Runyon; so a job was created.

What followed can best be described as a case history of how an American juke box and game distributor organized an export division—a division which now accounts for 35 per cent of the firm's sales volume and is responsible for the sale of some 200 to 250 pieces a month.

## Sporadic Sales

When Sugerman went to work on the newly created export division, Runyon's export sales were negligible. Throughout the years the firm had made occasional over-

seas sales, but no effort had been made to solicit these sales. Sugerman was given the assignment of creating an export market for the firm's used equipment.

In June 1959 he began working over the foreign correspondence which had accumulated over the years. Deadwood was pruned, changes of address were noted, and the files were brought up to date.

Next step was to get from the United States Department of Commerce a list of foreign firms which imported equipment from the United States. The list cost \$2 for each country, and it served as the nucleus for an overseas mailing list.

## Establish Reputation

Sugerman wrote to the Chambers of Commerce of all the major cities in which he expected to do business. Purpose of this mailing was to establish Runyon as a bona fide firm in the coin machine export business. Sugerman figured that many of the potential customers had never

heard of Runyon and would check with the local Chamber of Commerce. When they did, the Chamber would tell them that Runyon was an established distributor of AMI juke boxes and Bally and Keeney games. These names would mean something to the overseas coinman.

Physically, Runyon was in pretty fair shape to enter the export market. It had the inventory, the warehouse facilities and the shop.

Next, Sugerman studied the export charts published in The Billboard to determine which markets were the most receptive for U. S. equipment. Then he went to work with direct mail.

## Opening Salvo

The first month, July 1959, four pieces of equipment were sold to Belgium as a result of the direct mail effort. The next month it was 12. In September 97 pieces were overseas—mostly to Belgium—but also to West Germany

(Continued on page 45)

## California Association Aids in Killing State Juke Box Levy

OAKLAND, Calif.—A bill that would have placed a \$6.50 per-machine annual State tax on juke boxes has been killed, largely through the efforts of the California Music Merchants Association here.

Assembly bill 3068, which would impose the levy, was referred to the Rules Committee and then to an interim committee for further study, which for all prac-

tical purposes cancels any further action in this session of the California Legislature.

Members of CMMA made numerous appearances in opposition to the measure.

## Annual Cost

Main impetus for the fight came from CMMA's president and executive director, George A. Miller, who said the cost to oper-

(Continued on page 39)

## ADMIRAL ASKS OPERATOR, 'YOU CMC MEMBER?'

CHICAGO—It's a pat on the back for the Coin Machine Council, public relations arm of the coin machine industry, and the story has been making the rounds here for some time. Seems that James K. Hutzler, West Virginia operator, was trying to make an installation at the Developmental Engineering Corporation in Leesburg, Va. Adm. T. E. Harper (Ret.), the man in charge, asked: "Are you a member of the Coin Machine Council?" Answered Jim: "I'm proud to say I am; but how do you know about CMC?" Harper quoted a United Press International wire service story in The Washington Post headed "Coin Machine Field Gains Respectability." Says Jim: "We talked about the Council and the facts in the story for some time, and our negotiations were considerably helped. Admiral Harper was most impressed by the good credit rating enjoyed by industry members as related in the story."

## Ill. Bills Banning Pinballs Seen Not Likely to Pass

SPRINGFIELD, Ill.—A pair of bills that would have outlawed certain types of pinball games with so-called gambling features received amendments last week that for all practical purposes should kill the measures in this session of the Illinois Legislature.

The bills, already passed by the Illinois Senate, were amended by the House to ban all machines with right of replay. This means the bills now have to come up for readings in the House, then for vote in the House and, if passed, returned to the Senate for approval of the amended version. The Illinois Legislature is expected to adjourn before this could take place.

Originally, the bills, S. 137 and S. 138, prohibited coin machines used for gambling purposes, but excluded amusement devices which reward the player with an "immediate and unrecorded right to replay," where the device depends in part upon "the skill of the player and returns to the player no coins, tokens, merchandise, credit or recorded right of replay."

The measures, prior to the cur-

rent House amendment, were fundamentally the same as those passed by both houses in 1959 but vetoed by then Governor Stratton on grounds they served special interests.

The bills were not without stormy debate in this session of the Legislature.

The amendment to ban all machines with right of replay was introduced by Rep. James P. Loukas (D., Chicago) who asserted his aim was to outlaw all types of pinball games. Under the amendment, however, recording devices were permitted in the machines. The amendment was adopted 85 to 71.

## Free Games

Rep. John N. Erlenborn (R., Elmhurst) and Rep. Paul Simon (D., Troy) said the original bills were ruined by the amendment.

Erlenborn said the effect would be to allow tavern owners to compute free games, but not to pay off with free games, encouraging proprietors to use the device for gambling.

Simon charged that last week's (Continued on page 39)

## DOUBLE-PLAY DISKS

Two-sided action may be expected from the following records. For the juke box operator limited to from 100 to 200 sides per machine, they represent maximum programming effectiveness. Records listed below have both sides either on the Hot 100, or have recently been on the Hot 100. See Spotlight Reviews for additional information on double-play disks.

BOLL WEEVIL SONG AND THOSE EYES	BROOK BENTON Mercury 71820
THE WRITING ON THE WALL AND POINT OF NO RETURN	ADAM WADE Cord 590
TRAVELIN' MAN AND HELLO, MARY LOU	RICKY NELSON Imperial 5741
DUM DUM AND EVENTUALLY	BRENDA LEE Decca 31272
I'M COMIN' ON BACK TO YOU AND LONELY LIFE	JACKIE WILSON Brunswick 55216
IT KEEPS RAININ' AND I JUST CRY	FATS DOMINO Imperial 5753
TOGETHER AND TOO MANY RULES	CONNIE FRANCIS MEM 13019
FOOL THAT I AM AND DREAM	ETTA JAMES Argo 5390
THE FLOAT AND THE SWITCH-A-ROO	HANK BALLARD AND THE MIDNIGHTERS King 5510
MOM AND DAD'S WALTZ AND YOU'LL ANSWER TO ME	PATTI PAGE Mercury 71822
I'VE GOT NEWS FOR YOU AND I'M GONNA MOVE TO THE OUTSKIRTS OF TOWN	RAY CHARLES Impulse 882

## CMC Membership at 544; Solid Accomplishments Noted

By NICK BIRO

CHICAGO—After some two years in existence, the Coin Machine Council, public relations arm of the coin machine industry, has become solidly entrenched, with a substantial membership of 544 operators, distributors, manufacturers and affiliated members, and a solid record of accomplishment in the public relations field.

CMC has been slowly but steadily building its membership roles and the results have been encouraging. A membership drive started last May has netted some 145 new members, and Herb Jones, chairman of the membership committee, says the prospects for substantially increasing this number are excellent.

In addition, the council has been successful in gaining a measure of acceptance for the coin machine industry in the daily press. News of the formation of the council plus other stories about the coin machine industry, complimentary for a change, have been carried by United Press International and daily papers throughout the country. Even the conservative and respected New York Times carried a story about the coin machine industry on its financial pages.

Several industry members have

been able to use these stories to advantage. James Hutzler, of West Virginia (see story this issue), for one, was asked recently if he was a council member before being allowed to make an installation with a firm that does a lot of govern-

ment contract work. Other operators and distributors throughout the country have reported similar results.

Council officials note that the coin machine industry's public (Continued on page 39)

## Conn. Operators Continue to Seek Free-Play Amendment

HARTFORD, Conn.—Connecticut operators still hold out hope that the recent State Supreme Court ruling which holds that free plays are things of value, can be modified.

At a recent meeting of the Music Operators of Connecticut at the Hotel Bond here, Joseph Burns, MOC counsel, told the 38 operators present that though an amendment to the State statute governing the subject was not approved, a similar amendment will be introduced in the next session of the Legislature. Burns added that the amendment, Senate Bill 1158, was drawn so as not to conflict with present definitions of gambling devices.

The attorney also gave a report on new vending machine legislation and a 2-cent-a-pack increase in the cigarette tax.

## ASCAP Fight

Abe Fish, former MOC president, discussed the proposed ASCAP legislation and the fight of the Music Operators of America to combat performance royalty legislation.

He also stressed the importance of taking an active part in the activities of the State group to combat harmful local and State legislation.

President Jerome Lambert presided at the meeting. Guests were Mac Perlman, Bob Jones, Irv Kempner and Stanley Nankoff.



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# Seeburg Spikes Rumors on European Production Base

• Continued from page 1

stance in Mexico, Seeburg assembles its boxes locally," he explained, "but where we can import boxes from our American production we always do it."

Gilbert said Seeburg is cognizant of trading bloc developments in Europe and the fear of many American producers that if they don't act now to establish production facilities in one or both trading camps, they may find themselves frozen out.

Seeburg is taking a relaxed view of this prospect. Gilbert believes that American boxes, at least Seeburg's, are sufficiently superior in quality and competitive in price to sell well in the European market, regardless of any obstacles raised by the trading blocs.

### Attacks Theory

Gilbert took issue with the popular theory that it is almost automatically cheaper to manufacture abroad than at home. At least in the case of Seeburg products, just the reverse is true: Seeburg's U. S.-built box is cheaper to produce than the Seeburg box assembled in Mexico.

The Seeburg executive feels that U. S. businessmen, in this respect, are prone to underestimate U. S. production. While European wage scales are generally lower, such cut-rate wages are offset by the usually greater productivity of the American worker and efficiency of U. S. production lines.

For example, certain production techniques such as stamping are

cheaper to do in the U. S. than in Europe, which despite the postwar shift to mass production, still tends to specialize on craft work.

### Import Components

U. S. manufacturers with European production facilities tend to import components produced from dies and presses from the U. S. and blend them with European craft-work components.

Gilbert is sure in his own mind of the absolute superiority of American juke boxes over the European competition. He believes that the American box is so far ahead of European boxes in quality and class that U. S. manufacturers are in a strong competitive position. They can afford to disregard pricing competition and promote their boxes, rather, as quality boxes indispensable for prime locations.

Such at any rate is Seeburg's intention. Seeburg's new German sales company will promote its boxes as prestige boxes for the carriage trade—priced accordingly. There is no intention to cut Seeburg prices—on the contrary, they may be increased slightly to reflect their quality.

There is a plethora of pessimistic prophecy in Germany about the skidding juke box market. Gilbert, however, is not among the doomsday soothsayers.

He expects to increase substantially Seeburg's share of the West Germany market, where Seeburg now trails. And Gilbert regards the long-range future of the German market optimistically despite its conversion from a new box to a replacement box market.

### Market Sound

"The German market is sound," he remarked. "I think we can regard the juke box market generally as being somewhat analogous to the automobile market in the United States. Despite all the cars we have there is always a good market for new cars."

Gilbert tends to place salesman-

ship ahead of production gimmickry. He believes in methodical, thorough salesmanship. Seeburg's export chief has spent the past several months in Germany conducting a grass-roots study of the German market.

He has covered the country, talking with literally scores of German dealers in all areas. His sales philosophy is simple for Seeburg. He believes the box should be sold as a quality box and not as a competitive price box. The prime location—any prime location—demands a box with class, and this is the market Seeburg is homing on.

Seeburg's establishment of its own German sales company and Gilbert's disclaimer of Seeburg's intention to produce its boxes in Europe have laid to rest speculation that the U. S. firm might acquire production facilities at the N.S.M. plant in Bingen.

On the contrary, it has been learned that N.S.M. will soon bring out a new juke box designed to be competitive with the Seeburg and other American boxes. N.S.M.'s new box will be larger and more expensive than the Fanfare, which the company calls the "Volks-wagen" of juke boxes.

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Club Bowler ..... 395	Vendo 210 Milk ..... 475	an, Around the World, Sil-
Star Shuffle ..... 345	Stoner's 4 set. Pastry ..... 175	ver, Mademoiselle, Wagon
Atlas ..... 325	Keeney Pop-Corn ..... 275	Train, Kewpie Doll, Spot-A-
Star Regulation ..... 295	Automatic Corn Popper 150	Card, Capt. Kidd, Atlas,
4-Star Regulation ..... 295	Hebel 3 set. Ice Cream 295	Life-A-Card, Merry-Go-
Cyclones ..... 325	Hebel 5 set. Ice Cream 395	Round, Melody Lane, Roto
Niagara ..... 345	Vendo 210 Ice Cream ..... 450	Pool, Miss Annabelle, Sun-
C.C. Red Pins ..... 325	Vendo Bottle Vendor ..... 195	shine, World Beauty.
	Cole T.M. 400-3 set. .... 325	<b>BINGOS</b>
	Cole Special-4 set. .... 425	Show Times, Key West, Big
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	Spacarb 4 set. .... 395	America, Sun Valley, Cy-
	Bervand Fresh Grind & Choc. .... 395	prate Garden, Sea Islands.
	Stoner 500 Coffee & Choc. .... 350	<b>MUSIC</b>
	Mills Hot Chocolate ..... 75	Wurlitzer 1700, 1800, 1900,
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## Hunter to Head Wurl. Factory's Boston Branch

BOSTON — James R. Hunter, who joined The Wurlitzer Company in 1952, will manage the firm's new factory branch here. The new outlet, headquarters for the sales, service and parts, is located at 78 Brookline Avenue, directly across the street from Fenway Park.

The new branch offers ample parking space for customers and a drive-in entrance for deliveries and pickups.

Hunter, a nine-year Wurlitzer veteran, has worked in the auditing and credit departments and had worked with distributors in Des Moines and Miami. He is also acquainted with New England operators, having previously been assigned to the territory by Wurlitzer.

Philip D. Sweeney, who for several years had sold for the Charleston, W. Va., Wurlitzer distributor, will assist Hunter in sales. Mike Meena, veteran New England service expert, will be in charge of service and parts. Loretta Pero will be secretary-receptionist.

Hank Petet, factory field and service engineer, has assisted Meena in setting up the parts and service department. The branch will be responsible for service and sales in Maine, New Hampshire, Vermont, Massachusetts, Rhode Island and Connecticut.



## Sammons-Pennington to Celebrate Its Tenth Anniversary as Seeburg's Mid-South Distrib

MEMPHIS — Sammons - Pennington Company celebrates its 10th anniversary July 11 as a local distributor for Seeburg for the Mid-South territory, and will recall its steady growth since 1951.

Sammons' partner is D. V. Pen-

nington, who heads the repair and service department. Sammons heads the sales end of the business.

Sammons started as an office boy in 1936 at age 16. He worked his way up, became a routeman, salesman, and when World War II broke out he went off to serve his country.

When he returned in 1946 he became manager. The company then was S. H. Lynch Company, a branch of the company headquartered in Dallas, with branch offices at Houston, San Antonio, Oklahoma City and Memphis.

### Lynch Retires

In 1951, Lynch decided to retire from the phonograph business and gave all branch managers the opportunity to take over their respective branches. Sammons joined with Pennington and they made the purchase.

Sammons and Pennington started out with three employees in 1951. Now they have 14, and their business volume is 10 times what it was then.

Sammons has branched out in handling not only phonographs and

games, but many and various types of vending machines and background music.

Sammons and Pennington and their employees will have "some sort of observance" to celebrate the 10th anniversary, but Sammons didn't know, when the BMW correspondent talked to him, what it would be. Perhaps a cake with 10 candles.

"We look forward to the next 10 years being as prosperous and productive as the last 10," said Sammons. Sammons, at 40, is still a young man, is the energetic, hustling type, and his forecast will most likely come true.

Almost every week he travels the Mid-South territory in Mississippi, Tennessee or Arkansas, calling on music, game and vending operators. He has learned that personal contact is the best way to produce sales.

It has paid off for him. Every year he has led the field in sales of phonographs in this territory. His game business grew to the point that he had to separate it a few years ago. He has a man, Robert Goad, in charge of that now, and has this month moved the game business into another building nearby.

The game division has grown so much in the past few years that it was moved to a separate nearby building Sunday (11). The new address is 262 S. Camilla. The game division operates as a separate corporation, Sammons said. "We have about 6,500 square feet of working space in the new building," he added.

"We also have ample off-street parking. The new building will contain a showroom, shop, maintenance department, parts department, equipment, supplies, its own bookkeeper—all under the same roof."

Sammons said the game distribution part of his business "has grown to such an extent that it has outgrown its quarters at our present location, 1049 Union."

Game Sales Company will be just around the corner from Sammons-Pennington Company, he said.

He said Goad was "doing a terrific job" in game sales, was leading the field in this area, and if growth continued as it has in the past few years he will have to expand again and either enlarge or get a bigger building.

### Max Waters, Veteran Wurlitzer Exec, Dies

NORTH TONAWANDA, N. Y. — Max R. Waters, an employee of the Wurlitzer Company for 35 years, died suddenly here Saturday (17) of a heart ailment. He is survived by a widow, Mary; a sister, Eileen, and a brother, William.

Waters had served as Eastern district sales manager, calling on phonograph distributors in New England and the Mid-Atlantic States.

However, most of his time with Wurlitzer was concerned with production planning, cost control and other plant problems. At the time of death he had been office manager of the Phonograph Division.

### E. B. Watts, Operator In Leland, Miss., Dies

LELAND, Miss. — E. B. Watts, owner of Watts Music Company here, died recently of a heart attack. He was 51.

He had been in the music and game business four years and also owned rich acreage in the Mississippi Delta cotton section.

## EUROPEAN NEWS BRIEFS

### West Berlin Stands Firm

WEST BERLIN—West Berlin's coin machine manufacturers—the cold war capital is a major Continental coin machine production center—are ignoring Nikita Khrushchev's latest threats against this city. Most experts believe the Communists are bent on taking over the city through subversion and intimidation, much as the Communists seized control of Czechoslovakia. The normal reaction, were Mr. K's bluster taken at face value, would be to begin the transfer of production operations to West Germany. But this has not occurred, and there are no indications that such abandonment of the city is being contemplated by any of the coin machine producers, which include Guenther Wulff-Beromat, Wiegandt, and Eltec.

### Austrian Ops Get Tax Break

VIENNA—Buying a juke box in Austria is good business—and even better business if you happen to be situated in the former Soviet zone of occupation. Austrian tax legislation permits generous tax write-offs for purchase of juke boxes. In the three Western occupation zones the write-off covers 40 per cent, and in the former Soviet occupation zone, including the area around Vienna, the write-off is 60 per cent. The 40 and 60 per cent write-offs are in addition to the normal 20 per cent write-off covering investment equipment, into which bracket tax authorities have lumped coin machines.

This legislation will continue in effect until 1962. It was enacted to stimulate economic recovery in postwar occupied Austria. The Austrian had it even worse than the Germans, at least the West Germans, in this respect. The four powers occupied Austria until the signing of the Austrian State Treaty in May 1955. Under the occupation regime little was done to promote economic recovery in the British and French Zones. And the Russians plundered their zone, a fact forming the basis for the larger tax write-off for the Russian zone. The tax write-off means that buying a juke box now is a good investment, although coin machines compete with the entire range of investment equipment covered by the tax write-off.

### Stereo Magic Word in Italy

ROME—While stereo is taking its lump in other situations, it continues to be a magic word in Italy. An Italian operator poll shows that all classy locations demand stereo, and all report that it has improved their business. Opinions differ among operators as to how much stereo is an artistic and technical success, and how much a matter of mass psychology. Informal polls show that while all top sites advertise stereo boxes, there is considerable poetic license involved in use of the term. Some operators have merely sheathed monaural boxes in additional chrome under a "stereo" sign. Others soup up monaural boxes with multi-speaker systems. Nobody worries about the ethics of stereo and pseudo stereo. Some operators boast that their customer declare such souped-up monaural to be the "best stereo anywhere in Rome."

### Floating Coin Location

PARIS—France's prestige transatlantic superliner, The France, is nearing completion at St. Nazaire. The superliner will not only be the most luxurious liner afloat, but also probably the most lavish setting anywhere for coin machines. The France, a ship in the grand manner, will have 50 juke boxes and about the same number of games, as well as 200 vending machines. Juke boxes and games will be spotted in bars and clubrooms throughout the leviathan. The France, upon which 1,500 workers are engaged, will enter service early next year. The vessel will be completed in six months. Some of the juke boxes will be the new French-produced Scopitone, a box playing 16-mm. film in color with orchestra and recording artists.

### Tivoli Protects Coin Units

COPENHAGEN—"Weatherproofing" has boosted coin machine collections at the Tivoli, Copenhagen's famous amusement park which has one of the world's largest concentration of machines. For several seasons the Tivoli has been urging concessionaires to weatherproof their arcades, pavilions and stands against the unpredictable European weather. This work is now largely completed, and the results have exceeded expectations. The average per-machine collections have increased 15 per cent over the past seasons. Studies show that there is a direct and sharp relationship between the amount of machine collections and the degree of weatherproofing at the site. Well-sheltered stands show substantial collections even in inclement weather. Great ingenuity is displayed by operators in devising mobile weatherproofing which can be quickly put in place for rain and wind, but be just as quickly removed for sunshine and heat.

### Schneider Moves Williams Pin

HAMBURG — The Williams game Hollywood is being introduced into West Germany by Erich Schneider, the Williams general importer. The plastic playing surface is one of the main points of appeal of the game to the Germans, along with the double-column system of progressive bonus numbers.

### BARGAINS FOR THE WEEK

Bull's-Eye Drop Ball.....	\$150.00
Goose Skill Ball (as is).....	50.00
Wm. Roll-A-Ball (as is).....	50.00
C. C. Rocket (2 Player) (As is).....	60.00
C. C. Skill Ball Deluxe.....	50.00
C. C. Rocket (1 Player) As is.....	50.00
United Team Mate	
(16 Ft. Bowler).....	650.00
United Small Ball Bowler.....	135.00
United Advance (16 Ft. Bowler).....	595.00
United Mini-Bowl League	
(16 Ft.).....	625.00
United Mini-Bowl Handicap.....	675.00
United Rebound Shuffle Alloys, Ea. ....	75.00
United Team Shuffle Alloy.....	85.00
Bally ABC Super Deluxe	
Shuffle Alloy.....	225.00
2 Bally Strike 14-16 (As is).....	150.00
United Deluxe Baseball (Used).....	295.00
United Yankee Baseball.....	275.00
2 1454 Rock-Ola.....	375.00
2 AMI K200A STEREO (New).....	895.00

The United Bowlers mentioned above reconditioned like new. Have been used very little.

All Equipment Subject Prior Sale.

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Man to service Seeburg Music and Bally Bingos. Call **JOHN WASSICK** Morgantown, W. Va. LI 2-2114

WE MANUFACTURE THE MOST COMPLETE LINE IN AMERICA! **SALESBOARDS** **JAR TICKETS** **LOW FACTORY PRICES**  
**MATCH PAKS - HOROSCOPE TICKETS**  
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Factory Reconditioned Like New.....**\$95.00**

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"Profit-Makers" from **chicago coin**

- WILD-WEST
- PRINCESS BOWLER
- PRO BASKETBALL
- PRO BOWLER

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### Michigan's Largest Distributor

Distributors for **AMI — Rowe — American Shuffleboard**  
**Chicago Coin — Gottlieb — Keeney — Tusko**

**NEW**  
A.M.I. K-120 Stereo.....Write  
A.M.I. K-120 Monaural.....Write  
A.M.I. Lyric Monaural.....Write

### USED

A.M.I. K-200 Stereo.....	\$695.00	A.M.I. G-200 Monaural.....	\$250.00
A.M.I. J-120 Stereo.....	615.00	A.M.I. G-120 Monaural.....	295.00
A.M.I. I-120 Monaural.....	575.00	Seeburg 201 Monaural.....	675.00
A.M.I. H-120 Monaural.....	450.00	Seeburg M100C Monaural.....	225.00
A.M.I. H-200 Monaural.....	465.00	Seeburg M100A Monaural.....	100.00

Also Complete Line of Amusement and Vending Equipment

Contact Bill Miller and Orville Bolair in Grand Rapids and Art Hebert in Detroit.

**MILLER-NEWMARK Distributing Co.**

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# Fete David Gottlieb At Dedication Event

CHICAGO — Life-long friends and associates of David Gottlieb paid tribute to him and the hospital of which he was the founder at a special dedication dinner here Thursday evening (29).

Chicago Sun - Times columnist Irv (Kup) Kupciet threw away a

prepared speech and said simply he was paying tribute to David Gottlieb for doing something that he (Kupciet) didn't think was possible. "On seeing this great hospital completed," noted Kupciet, "I have to humbly eat pie. David Gottlieb — you are truly a great American."

Kupciet further presided at the fund raising ceremonies at which \$312,000 was pledged by those in the room for further expansion of the structure.

Senator McCarthy, remembered for his nomination of Adlai Stevenson at the last Democratic convention, paid a moving tribute to David Gottlieb and others on the board of directors responsible for completion of the structure.

McCarthy said in the United States we set no limit on our responsibility to our fellow man, and I wish to pay honor to the man who has done the most in this case to make this help possible—David Gottlieb. McCarthy said the attitude of men toward the sick is reflected in the dignity of human life.

In a moment of humor, McCarthy noted that the hospital had special significance: (1) it served a pressing medical need; (2) it showed that its founders had confidence in the next generation and in themselves by being willing to engage in some deficit financing; (3) it showed that the founders were willing to accept some government help without being afraid of undue government interference.

During the evening's fund raising, the Gottlieb Foundation added \$50,000 to its original contribution bringing the total to \$903,000. In addition there were contributions of close to \$100,000 from various other members of the Gottlieb family.

The hospital, located on Chicago's West Side in Melrose Park, was constructed at a cost of close to \$4,000,000.

The modern 122-bed structure is expected to admit its first patient in July.

David Gottlieb was honored with a key marking the completion of the project. He, in turn, presented it to Louis Zahn, president of the hospital and chairman of the opening day ceremonies.

Gottlieb remarked the week was an especially eventful one. Not only was his dream of the hospital at last realized, but also he and his wife, who had helped with the interior decor of the structure, were to celebrate their 35th wedding anniversary two days later (27).

After the ribbon-cutting ceremonies, guests were taken on a tour of the premises.

Eighteen West Suburban communities will be served by the new facility, which was built to meet a shortage of hospital beds in the area, as determined by a survey by the Illinois State Health Department.

# Vic Weiss Wins Atlas Music Trip

CHICAGO — Vic Weiss, local juke box operator, was the winner of a trip to Miami Beach, Fla., in the contest sponsored by Atlas Music Company here.

Weiss' name was drawn from a fish bowl by Nick Biro, BMW, at a special Atlas-sponsored luncheon last week at Chicago's Round Robin Restaurant.

The Atlas contest is in addition to a national contest along the same lines being sponsored by AMI, whereby operators can win trips to Las Vegas or Miami Beach plus cash and merchandise prizes.

All Atlas customers who had purchased a new AMI Continental II phonograph from the firm were eligible. Atlas intends to hold its drawings regularly, in addition to the AMI national contest. Coincidentally, another Atlas customer, Ray Gallet, Chicago, was the winner in the national AMI drawing held two weeks ago.

Among Chicago operators present at the Atlas luncheon were Andy Bruno, Roy Bruno, Vic Weiss, Loretta Dziedzic, Andy Hesch, Earl Kies, Mary Gillette, Ray Gallet, Joe Filitti, Julius Groner and Mike Detzek.

Also on hand were Nate Feinstein, Eve Feinstein, Ed Ginsburg and Mort Jacobs, of Atlas; Phil Richmond, representing AC Automatic Services, Inc., parent company of Atlas and a subsidiary of Automatic Canteen Company of America, and Nick Biro, BMW, and Lee Brooks, Cashbox.

# 100 Members Ask for MOA Life Insurance

OAKLAND, Calif. — Music Operators of America's newly introduced supplemental life insurance plan is getting good initial response from operators, with close to 100 applications already received, according to George A. Miller, MOA president.

Miller noted that many additional applications have also been received for the association's basic life insurance plan.

Under the expanded plan, introduced at MOA's recent Miami convention (BMW, May 22), members who currently have the association's \$10,000 coverage, can buy an extra \$5,000 coverage for \$5 per month. Those who now have \$5,000 coverage, can get an extra \$2,000 coverage for \$2 per month.

Members can also apply for \$1,000 coverage for their spouse and \$500 coverage for each child. Total cost for spouse and children, regardless of number of children, is 75 cents per month.

The expanded supplemental coverage is available now and becomes effective September 1. Members can obtain additional information from MOA's offices in Oakland or Chicago.

Miller noted that many of the larger operators and distributors were enrolling their employees in the insurance plan. Citing examples, he said that L. F. LeSturgeon, Charlotte, N. C., wrote to MOA requesting eight more basic enrollment cards along with the supplemental application cards; Roy Garrison, Phoenix, Ariz., requested 10 more supplemental enrollment cards along with forms for the basic plan.

## Illinois Bills

• Continued from page 35

House action "gave the green light to hoodlum operations."

Rep. Anthony Scariano (D., Park Forest) said that so-called changing-odds machines were slot machines in disguise.

In reporting on the measure The Chicago Sun-Times' Tom Littlewood charged that the "measure to outlaw certain types of pinball machines as gambling devices was emasculated."

The original bills specified that any immediate and unrecorded right of replay shall not represent a valuable thing and be presumed to be without value within the meaning of this act.

Also called for was an annual privilege tax of \$50 for amusement-type pinball games, \$10 for electric ray-gun games and \$25 for mechanical bowling or shuffleboard games. The bills provided for the confiscation of any machine found to be a gambling device and specified fines and imprisonment for operation thereof. Bill 138 was the licensing measure and Bill 137 was the regulatory measure.

ally spreading word of the council's accomplishments.

In addition to individual operator members, many associations have also sent membership contributions. Among these, some 13 in all, are New York State Operator Guild; Automatic Equipment & Coin Machine Association, of Hammond, Ind.; AMOA, of Miami; Western Massachusetts Music Guild; Westchester (New York) Operator Guild; Tri-County Juke Box Operator Association, Massillon, Ohio; New Jersey Operator Guild; Recorded Music Service Association (Chicago); Milwaukee Coin Machine Association; Music Operators of St. Joseph Valley, South Bend, Ind., and Music Operators of America (national).



## Midwest

### MILWAUKEE MENTIONS

Jim Stanfield, Stanfield Coin, La Crosse, Wis., has taken over the music and games routes formerly operated by Fred Manley, Mauston, Wis. . . . Badger Novelty Company is planning a Rock-Ola service school in August, reports George Klamm. The date has not yet been set. Either Jack Barabash or Frank Schultz from the Chicago Rock-Ola office will handle the State-wide operator training sessions to be held in the new Badger headquarters.

Merc Ebling, P. & P. Distributing Company staffer enjoyed an eventful June. He was released from the Army, went back to his job and to top his return to civilian life, became the father of a boy. . . . Stop-ins at United, Inc., reports Wurlitzer distributor Harry Jacobs Jr., included Milford Rabe, Antigo, and Tom Strong, Range Music, Hurley. Demand is good for both music and pool table equipment, notes Jacobs.

This is a good week for ulcer cultivation, operators report. The reason: July 1 tavern license renewals. Each year at this time a hefty number of tavern locations either change hands or go out of business. After the license scramble is over there are a lot of new faces behind the bars and plenty of operator changes. . . . According to Sam Hastings, Hastings Distributing, the license scramble this year is "about the same as last year—we'll lose a few spot and pick up a few." . . .

Carl Betz, P. & P. Distributing Company foreman, was hit by car thieves last week. The car was found badly damaged and the juvenile thieves nabbed. . . . Doug Optiz, Wisconsin Novelty Company, and local chairman of the Coin Machine Council funds drive, reports two more contributing firms: Joe Beck, of Mitchell Novelty Company, and Clarence Smith, Milwaukee Amusement Company.

New man on the Hastings Distributing Company staff is shop man Richard Dejewski, formerly with Badger Novelty Company. . . . July and August meetings of the Milwaukee Coin Machine Operator's Association have been canceled, reports President Sam Hastings. Monthly dinner meetings will begin again in September. Benn Ollman

### OUT MINNESOTA WAY

Mrs. Les Bruns, wife of the operator in Fargo, N. D., gave birth to a boy June 16. . . . Bert Davidson, regional manager for Wurlitzer, was in from Chicago. . . . Bill Percy, serviceman at Sandler Distributing Company, Minneapolis, is back at work after being ill with pneumonia. . . . Floyd Rogers, mechanic at Advance Music Company, Minneapolis, vacationed in California for two weeks.

Lee Johnson, general manager of Canteen Company of Minnesota, is again hard at work on the "Symphony Under the Stars" concerts to be presented at Metropolitan Stadium in suburban Bloomington. The series is sponsored by the Minneapolis Junior Chamber of Commerce and includes stars Xavier Cugat, Abbe Lane, Mimi Benzell and Harry Belafonte.

Jack Karter, of Midwest Novelty Company, St. Paul, won another company-sponsored free vacation trip. This one was for four days at Madden's Pine Beach Lodge at Gull Lake near Brainerd, Minn. . . . Out-of-town operators in the Twin Cities recently include Frank Mager, Grand Rapids, Minn.; Darwin Holzman, Big Fork, Minn.; L. I. Harris, Endelin, N. D.; Harold Rose, Fargo, N. D., and Bun Mraz, Brainerd, Minn.

Don Hazelwood, operator at Aitkin, Minn., was in town after spending part of the winter in Florida. . . . Charles Gates, new Seeburg field representative, was in getting acquainted with the staff of Lieberman Music Company, Minneapolis, Seeburg distributor. . . . Andy Benna, operator at Ironwood, Mich., took in a Minnesota Twins baseball game while in the Twin Cities on business.

Peg, Inc., Minneapolis, will be the Minnesota distributor for United phonograph operating as an affiliate of Sommerfield, Inc., of Milwaukee. Sommerfield, headed by Harold and Charles Sommerfield, recently added the Minnesota and Michigan territories for United Phonograph. Mrs. Pearl Higginbotham heads the Peg offices at 1601 West Lake Street, Minneapolis, which plans a trade showing and open house when the new United Model D is released.

The new classic bowling alley by United which is distributed in the area by Mayflower Sales Company, St. Paul, is moving very well, according to Kenny Glenn, sales manager. Don Lyons.

### CLEVELAND CLOSE-UP

Sophomore Brian M. Eisenberg, son of Herman Eisenberg, Confection Sales, on the Dean's List at Ohio State University since his first quarter, plans to attend Western Reserve University this summer to accelerate his schooling toward a degree in accounting. In addition to his studies, Brian will be helping out again at Confection Sales.

Joseph Rades, Ridge Gum, whose major business is with chains, reports conversion at his locations of all doubles to multiples of six vending machines each is almost complete. Also, for the first time, pistachios will be vended.

Meanwhile daughter Sandra is busily making plans for her October 14 wedding. Lucky man is Jim Tomko, currently learning the ropes in the Ridge Gum organization as assistant to Doreen Rades, manager.

Son, Robert Rades, has switched from the bulk vending field to

(Continued on page 42)

## Calif. Assn. Aids

• Continued from page 35

ators of the measure would have been \$100,000 or more in annual license fees.

In the past few years, the Legislature has considered bills ranging as high as \$75 per machine per year. Strong opposition from CMMA has, however, been instrumental in defeating the measures.

Miller said that "no doubt there will be other such bills introduced in the future because certain members of the California Legislature have been attempting to license coin machines and vending machines of all types for a number of years."

He added that "as long as CMMA and its members are organized and co-ordinated into a solid group, the association will fight any type of State legislation in the future as they have in the past."

## CMC Membership

• Continued from page 35

image will continue to improve as more facts about the industry become generally known.

Big effort, however, continues in the general area of membership. Of the 544 total, distributors are well represented with 80 members, suppliers are strong with 66 members, but operator memberships at 385, and manufacturer memberships at 4 are considered low.

Among operators, CMC has achieved its best success with actual field trips being made by Lou Casola, president of CMC, person-



## OPERATORS STAY OUT IN FRONT— Receive...

- ★ Advance information on what's new in BULK VENDING.
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- ★ The Northwestern, full of news, operating hints, photos, all for the BULK Vending Operator.



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## RECONDITIONED & REFINISHED NORTHWESTERN 49's



Rotary delivery — mechanically simple — Sanitary globe.  
Available in 1¢ or 5¢ Merchandise or 1¢ Ball Gum and Charm.

(Specify when ordering.)  
Only \$13.50 each  
In lots of 10 or more  
ONLY \$12.50 ea.

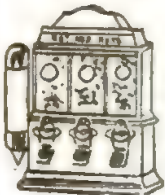
## RECONDITIONED SILVER KINGS

Finest 1¢ or 5¢ Bulk Vendor ever made!  
Available in 1¢ or 5¢ Merchandise or straight 1¢ Ball Gum.

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Only \$8.50 each  
In lots of 10 or more  
ONLY \$7.50 ea.



## 3 COLUMN HOT NUT MACHINE



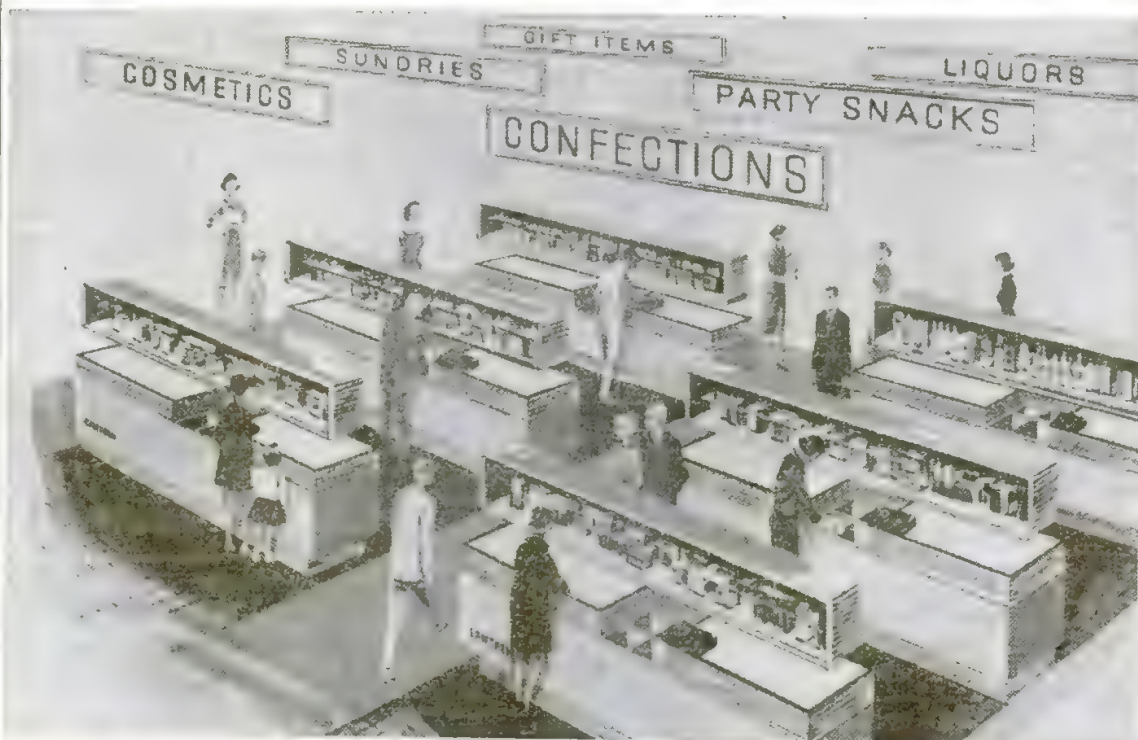
Can be easily adjusted for 5¢ or 10¢ vend.

SPECIAL! For a short time only.  
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Send for list of 110 of new and reconditioned machines.  
Terms: 1/3 deposit, balance C.O.D.

**Rake Coin Machine Exchange**  
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# 'Supermarket of Future'



ANOTHER MARKET OF THE FUTURE CONCEPT utilizing Canteen's new Dial-A-Sale units—cosmetics, confections, liquors, gift items and sundries are but a few of the items which can be vended from this type installation. The vending machines might ultimately be used in virtually all types of store retailing operations.



A TYPICAL SUPERMARKET SET-UP OF THE FUTURE as envisioned by Automatic Canteen Company. Canteen's Dial-A-Sale units deliver a variety of merchandise from unattended rack-type installations. Units will be designed to give change and, in the future, even work from credit cards.

CHICAGO — Automatic Canteen Company of America detailed what may well be the supermarket of the future as it unveiled its new automatic merchandising machines here last week.

Called Dial-A-Sale, the units are designed to automate up to 90 per cent of supermarket operations, and will vend such items as staples, canned goods, meats, drugs and sundries, textile products and houseware, and even ready-to-eat hot foods. Some models are already in production.

The units will be tailored to fit any width or depth, be available

singly or in multiples, and have product compartments adjustable to any size.

Frederick L. Schuster, Canteen chairman, said Dial-A-Sale "operates on a totally new, wholly fool-proof principle of vending developed in Canteen's Tonomat plant in Western Germany."

He said the units will be leased, rather than sold, with complete mechanical maintenance carried out by Canteen.

To select an item, a shopper dials one or two numbers on a telephone-like dial at the unit, deposits currency or coins and receives immediate delivery of the item selected. Products are displayed in glass-faced cubicles and customers receive the same article they see.

For multiple purchases, Dial-A-Sale totals the items and gives correct change from a \$5 or \$10 bill. Other units now in development are engineered to complete the transaction when approved credit cards are inserted. These sales will be automatically recorded for both store and customer.

Schuster said Dial-A-Sale "is designed to offer retailers tremendous merchandising versatility. It

can be used to automate one department within a regular super operation, or to automate 90 per cent of some supermarket operations.

"It may be used to extend the store's selling hours by arranging banks of machines either outside the store or in a separate inside area. Dial-A-Sale also makes possible the establishment of a new development — the completely automatic shopping island, open day or night, requiring only a minimum building to house the units and surrounded by open parking space," he said.

# \$25 DOWN

Balance  
\$10  
Monthly

400 DELUXE  
PENNY  
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NO SPRINGS

Large Cash  
Box Holds  
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# oak PROFIT MAKER!

25¢ OR 50¢  
SANITARY VENDOR



The machine that will bring in extra profits for smart operators is this new Oak vendor. The machine holds 144 flat pack products. The Oak slip clutch handle is standard equipment on each machine. Measuring 26 1/2" high, 6" wide and 4" deep, this machine will refuse coins when empty and is equipped with an Ace lock and a lock protector. Available with a 25¢ or 50¢ coin mechanism. Wall hinge (pat. pend.) simplifies servicing.

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MANUFACTURING COMPANY, INC.  
11411 Hightbridge Ave., Culver City, California

**Oak's Sanitary Vendor**  
available at  
**RAKE COIN MACHINE EXCHANGE**  
609 Spring Garden Street  
Philadelphia 23, Pa.  
Walnut 5-2676  
"Stock Is Always On Hand"

when answering ads...  
Say You Saw It in  
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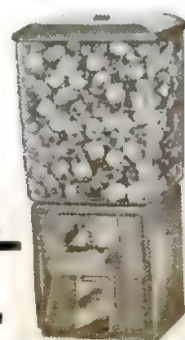
## The SUPER SIXTY Capsule Vender\*

The ultimate in quality Capsule Merchandising.  
Vends any item which can be placed in a capsule.  
5c, 10c and 25c.

\*With QUICK-TACH at slight extra cost.

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# Vending Group Sets Confab For September in Long Beach

CULVER CITY, Calif.—The National Automatic Vendors Trade Association (NAVTA) will hold its first conference in nearby Long Beach September 2, B. J. (Bob) Grenier, who founded the organization, announced last week.



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**BIGGEST PROFITS  
GUARANTEED  
VICTOR 2000**  
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Say You Saw It in  
Billboard Music Week

**NEW • Top-Loading • NEW**  
**PENNY-NICKEL ATLAS MASTER VENDOR**

Also standard models which load from the bottom with 8 1/2 lb., 9 1/2 lb., or 11 1/2 lb. globes. Top loading models with chrome lid and retaining ring available with 9 1/2 lb., or 11 1/2 lb. globes. Write for pictures and prices.

FREE Illustrated Sheets on all  
Feature Charms, Rings and Bulk  
Charms.

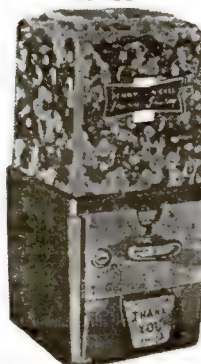
SURE-LOCK, the perfect capsule. Patent No. 2743411. Outstanding items. Send \$2.50 and receive 100 quality filled capsules. Contains our complete line.

**PENNY KING COMPANY**

2538 Mission St.  
Pittsburgh 3, Pa.

"World's largest  
selection of miniature charms"

1c-5c



1 turn, 1c  
8 turns, 5c

Purpose of the conference will be to acquaint small vending machine operators and other branch members of the industry with NAVTA's purposes, policies and other organizational facilities. Grenier, who operates De Luxe Vending Service and was the founder of California Automatic Vendors Association, said that the meeting will present a comprehensive study of successful operation.

The discussions will include: starting a vending machine operation, relocating machines for better advantage, bookkeeping in the office and on the route, inventory control, merchandise purchases, banking, expanding of operation, sales promotion and advertising, financing, service and maintenance, parts and service from equipment manufacturers, commissions, insurance and taxes, profit and loss, and how to compete successfully with other, and larger operations.

Grenier said the conference would have its social side, particularly in view of the holiday weekend on which it will be held. A cocktail hour is planned at the Long Beach Lafayette Hotel to be followed by a Hawaiian Luau, a dance and floorshow at the Reef, and a cruise aboard a chartered ocean-going boat.

The business session and festivities will be open to all in the vending industry, Grenier explained. There will be no registration fee.

## Seeburg Distributors Gather in Chi For Sales Meeting on Drink Vender

CHICAGO—More than a dozen Seeburg distributors met at the swank International Hotel near O'Hara Airport recently for a sales and promotional meeting on the company's newly marketed drink vending machine with built-in ice maker.

Del Coleman, chairman of the



CURTIS INDUSTRIES, New York, has bowed a four-column film vending machine with a capacity of 25 rolls a column. Individual columns may be adjusted for different sizes, and the unit can also vend flash bulbs. The machine can be set to accept quarters, half dollars or any combination. Cabinet is heavy-gauge sheet steel. Dimensions are 33 inches by 26 3/4 inches by 6 inches.

board of Seeburg, was on hand to greet distributors. Presiding at the meeting was Robert Kelly, president of Seeburg Sales Corporation.

Kelly was assisted by Thomas P. Herrick, vice-president in charge of advertising; Len Gross, vice-president in charge of vending; Jack Gordon, vice-president in charge of phonographs; and Stuart

(Continued on page 44)

## Bulk Banter

CALIFORNIA

Marta Hasha Jr., La Crescenta, Calif., operator, had the good fortune to find a 1909 S — VDB penny in his collections and sold it to a coin collector for \$80. Hasha said that he had given up looking for collector's coins but this one happened to hit his eye when he was servicing one of his units. . . . William Siegle of Siegle Vending in Bellflower, Calif., is making frequent trips to Tucson, Ariz., where his wife Juanita is spending a few weeks for her health. . . . Joe Arguelles, Seal Beach, Calif., operator, is getting out the barbecue outfit for cookouts on the Pacific beach. An ardent swimmer, he has switched his dips from morning to evening, when the water is warm. . . . Leo Weiner of West Coast Enterprises will spend weekends at the beach where his wife Harriet and the children will vacation for a month. . . . Parke Hammer, operator in the Los Angeles Harbor area, says that business there has been curtailed because of labor trouble. He is optimistic that it will soon pick up. Also under way are plans to promote the area for tourists, which should help Hammer's business. Sam Abbott.

NEW YORK—Two-color plastic whistles that really work are being shipped by Samuel Eppy & Company this week. The whistles are priced at \$3.50 to \$4.25 per 1,000. "Cheap enough to use as fill," Eppy says.

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## Roanoke Vending Has New AMI Showing

CHARLOTTE, N. C.—Another showing of the new AMI Continental 200 and 100-selection phonograph was held by the Roanoke Vending Exchange at the Manger Motor Inn here Sunday (25). Hosts for the showing were Harry D. Mosley, vice-president of Roanoke Vending; Rusty Derby and George Klersey, of AMI.

Among those attending the showing were J. E. Goodman Jr., and Arthur Brown, Goodman Music, West Jefferson, N. C.; Mr. and Mrs. George Kostakes and Mr. and Mrs. Vita Vespont, of Kostakes Music, Charlotte; Mr. and Mrs. B. C. Long, Long Music, Charlotte; Mr. and Mrs. Bowell Bushong, Mr. and Mrs. Carl Kline and Jimmy McGinnis, F. & F. Enterprises, Charlotte; Lenwood Wyatt, Ray Smith and Joe Hollaway, Lenwood Novelty, Kannapolis, N. C.; Mr. and Mrs. Oscar Hedrick; Seeburg Distributing, Charlotte, and Mr. and Mrs. James Jackson, Jackson Music, Charlotte.

## Atlas Music Shows Rowe-AMI Units

CEDAR RAPIDS, Ia. — Atlas Music Company showed its AMI juke box and Rowe cigarette vending machine line to operators at a special showing held here last week (27).

Eddie Ginsburg, Atlas head, hosted the festivities, assisted by Bill Phillips, Irv Ovitz and Gene (Smitty) Smith. Among operators in attendance were George Oxley, Jack Barton, Waldron Barton, Burnett Raymond, Leo Miller, Ted Welch, Mac Watson, Jack Anderson, William Linn, Maury Rosenstein, Mr. and Mrs. John McCathy and Mr. and Mrs. Gene Lanfier.

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3 CC T.V. 16-ft. Bowling Alleys, large ball, A-1 .....	200.00 ea.
2 CC Classic Bowlers, A-1 .....	225.00 ea.
2 CC Players Choice, A-1 .....	350.00 ea.
10 Lotta Fun, clean .....	375.00 ea.
3 Joker Ball .....	225.00
1 Wms. Safari Gun .....	150.00
2 United Eagle Shuffle Alleys .....	300.00 ea.
9 Bally County Fair, A-1 .....	575.00 ea.
1 Gottlieb Scoreboard .....	100.00
1 Gottlieb Toreador .....	65.00
5 Bally U.S.A. (Ohio Model) .....	200.00 ea.

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THE CINCINNATI COIN MACHINE CENTER



## COINMEN in the news

• Continued from page 39

operating the Coach House Motel, Strongsville, Ohio, recently acquired by father, Joseph Rades.

Betty Ann Litvak, daughter of Joseph Resnick, Resbee Vending, a language teacher in Columbus, Ohio, and husband, Ronald, a premed student at Ohio State University, will be mixing business with pleasure this summer as they join the staff at the Circle Resort, Rock Creek, Ohio. Betty Ann will be a counselor and Ronald will join the medical staff at this family resort.

Joseph Resnick, Resbee Vending, expressed satisfaction at the passing of the compromise bill by the Ohio State Assembly and felt that licensing of commissaries meant more business for the full time bulk vendors in Ohio. Joe has just completed remodeling and redecorating the Resbee headquarters.

Steve Zsigal, a newcomer to the full-time bulk vending operation, after several years as a part-time operator, is still concentrating on relocating machines and adding locations in a reorganization and expansion of his part-time route.

Three new full-time operators in the bulk vending field in Greater Cleveland are Allan Smith, 4437 West 69th Place; John Hay, Cuyahoga Vendors, 14655 Pearl Road, Parma, Ohio, and United Products, 6116 Lorain Avenue.

## South

### MISSISSIPPI MEMOS

Clarence Spain, Spain Amusement Company, Tunica, says his route is making a nice comeback. . . . E. E. Steed, Steed Music Company, Tupelo, was in Kennedy Veteran's Hospital at Memphis with an ailment, is back on the job now. His brother-in-law, Ray Colton, operated the route in his absence. Steed still has a juke box in a swank chicken house playing music to get chickens to lay more eggs.

Charles Shive, Yazoo Novelty Company, Yazoo City, is moved into his new \$20,000 building now. . . . W. E. Seale, Holmes Amusement Company, Tchula, doing well after bringing his son, W. E. Seale Jr. from New Orleans to help with the route. The younger Seale was operating a service station. . . . Johnny Allegranza, Ace Music Company, Shaw, opened up his new truck stop last week.

Fred Dowdy, Ole Miss Music Company, doing well with both his route and as mayor of Pontotoc. . . . Ted Combs, Taco Amusement Company, Oxford, seen setting up some new game equipment in a new bowling alley recently opened for the student trade from Ole Miss (University of Mississippi). . . . E. B. Watts, Watts Amusement Company, Leland, happy that the candidates he backed for mayor and police chief were elected recently.

Cy Puckett, the Music Man, Lambert, seen in Memphis buying records. . . . Pat Harrington, Harrington Sales Company, Houston, was also in Memphis when the BMW scout passed through. Harrington went to pick up some new games. . . . J. T. Long, Long Amusement Company, Hollandale, said extensive rain hurt his business, but he expects a comeback. . . . Mahon Jones, Jones Amusement Company, Holly Springs, set up some games at the swimming pool and concession location at Maywood, Miss., near Memphis, a popular summer swimming spot.

Clinton U. Collins and Lexie Howard, partners in Crystal Amusement Company, Grenada, very happy with the two-way radio set-up they recently installed at a cost of \$5,500. They say they will save enough in long-distance calls in two or three years to pay for it. They have five pieces of service equipment covering a route spread over a 65-mile radius. . . . Grady Wallace, Wallace Amusement Company, Columbus, reports his business in recent two months has been unusually good. He attributes it to a famous murder trial which drew folks from all over.

A. B. Fort, Fairway Amusement Company, Columbus, and his route manager, Douglas Loftis, have been doing a lot of fishing lately. . . . J. P. Lavene, Lavene Music Center, Clarksdale, has replanted his 620 acres of cotton. Rain washed it out in the spring. . . . John Haley, Haley Amusement Company, Canton, is a bigger operator than ever now after buying another route—this one from Dick Farr at nearby Jackson, Miss. Farr will operate a night club. Elton Whisenhunt.

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# German Op War With Music Society Viewed as Deadlock

• Continued from page 4

American juke box trade as facing a severe testing. Paramount among the issues is that of juke box performance collections, and the entry into this dispute of the AFM parallels development of the ZOA-GEMA dispute.

It is the effort of the recording artists to claim a cut of performance royalties that is at the core of the German royalty fees deadlock.

In communications to GEMA, ASCAP is freely predicting that the U. S. Congress will pass legislation clearing the way for juke box performance collections. Some of the ASCAP correspondence, it is learned, draws parallels between the legal situation in the U. S. and the successful suit of German recording artists — the suit which recently brought a West German Supreme Court decision holding juke box operators liable for recording-artist royalty payments.

## MOA Role

German operators are ready to turn over to American operators, through the Music Operators of America, complete information on their experience with the performance collections issue.

ZOA contends that it was short-changed by GEMA. German operators claim that they signed up with GEMA on the understanding that GEMA would deliver them a complete-rights package.

However, just the reverse has occurred. ZOA's pact with GEMA was the signal for the recording artists to present their demands. GEMA at once supported the recording artists. Operators, instead of getting complete rights, now find they are being asked to deal with the recording artists on the same basis as with GEMA.

The ZOA has appointed Dr. Oskar Moehring, a Munich attorney, to represent the operators in GEMA dealings. Dr. Moehring is in contact with GEMA on the arbitration question.

## GEMA Stand

GEMA has taken a rock-solid stand, refusing to concede it ever attempted to exclude demands by the performing artists. On the contrary, GEMA takes the position that the operators have had a good thing for too long, and should now be prepared to pay up.

## GEMA demands:

1. That ZOA negotiate independent agreements with GEMA and the performing artists.
2. That the present GEMA agreement be scaled upward to provide increased payments of 20 per cent for GEMA administration expenses and 33 per cent for juke box disk playing.

ZOA has proposed that either a master contract be negotiated covering GEMA and the performing artists, or that GEMA reduce its fees in favor of the performing artists.

The operators complain that GEMA is unwilling to take into account the economic condition of the juke box trade, and to adjust its demands accordingly. ZOA has furnished GEMA with figures and other data tracing the ending of Germany's juke box boom and the transformation of the German market from a new box to a replacement market.

## Profits Thin

On the operating side, juke box collections have stabilized at a point of razor-thin net profit. Germany's juke box boom belongs to the past, but, the operators complain, GEMA continues to escalate its demands without reference to the condition of the trade.

Most German operators feel that the trade made a serious mistake in not fighting harder GEMA's initial demands. "We operators never should have permitted ourselves to

be maneuvered into our present position," a veteran operator said ruefully. "We should have resisted GEMA's demands tooth and nail at the outset."

In retrospect, this operator and many others feel that ZOA should have demanded that the general trade assume a role of greater responsibility for royalty payments. Some operators argue that the disk industry should assume full responsibility for GEMA payments.

Operators generally feel that phonograph manufacturers and dealers have been slack in backing up the operators on GEMA payments and on unfair (in the eyes of the trade) tax legislation, particularly the amusement tax.

## Serious Error

"We have been left to fight these

battles alone," an operator complained. "But this is a serious error on the part of the manufacturers. It's an industry-wide problem — and this takes in the record producers, too."

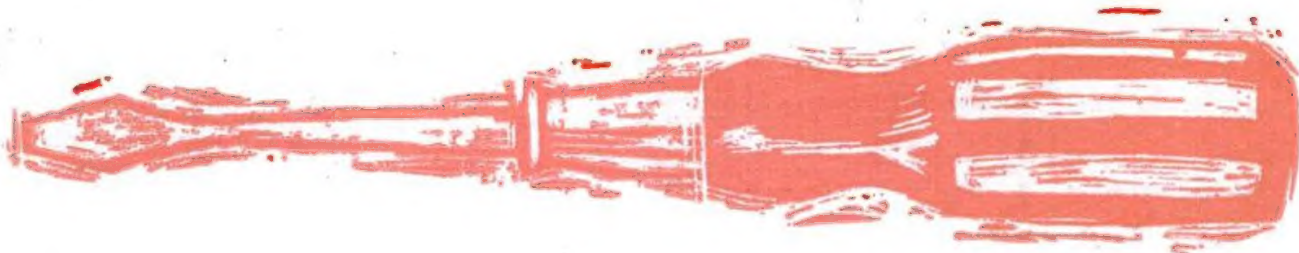
Operator strategists feel, looking backward, that their gravest mistake was in not going ahead with production of royalty-free phonograph records. "Our negotiations with GEMA would have been much easier—for us—if we had been in a position to produce our own disks, if we had to," an operator official in Cologne asserted.

"But it's still not too late," he reflected, "and this is something we should be getting together on with American operators. It's the kind of insurance our trade needs, and badly."



SHIPMENTS ON WILLIAMS' new Deluxe 90 and Deluxe 75 Pool Tables were begun last week. The large table measures 50 inches by 90 inches, the smaller model is 75 inches by 43 inches. The units come equipped with twin dime or 25-cent push chutes, recessed removable drawer, chromium castings, lively rebound cushions, hand-rubbed mahogany veneer finish, formed Formica rails, and separate cue ball return. Balls measure 2 1/4 inches, cue ball is 2 3/4 inches.

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**ALLIED EQUIPMENT LINES CAN BOOST OPS' VOLUME**

ALBUQUERQUE, N. M.—If a juke box operator plans to diversify and expand to meet the problem of higher cost for equipment and lowered returns, he should look into allied equipment lines as well as amusement machines, according to Harry Snodgrass, of Border-Sunshine Novelty Company, here.

Snodgrass, a veteran of more than a quarter of a century in juke box operations, amusement machines, vending and distributing, made an unusual decision two years ago. With no greater profit spread apparently available in phonograph operations, he took stock of the situation—and began handling refrigerated bar equipment. Since many of his locations were already in bars, and with long-established good will in every spot, Snodgrass went into packaged refrigeration units for bars, producing ice cubes, dispensing mixes, chilling storage areas, etc., on a test basis.

Results have been fine ever since, with sales so worthwhile that what was formerly a first-floor display showroom for amusement machines has been converted over to bar refrigeration equipment. All this equipment, originally, was sold only to location-owner customers who were on first-name terms with the Albuquerque operator. Now, however, Snodgrass has expanded in the bar field in general—and it isn't surprising that he has added numerous amusement machine accounts as part of this expansion.

A considerable help is a unique payment system which Snodgrass originated almost immediately after becoming a bar-refrigeration distributor.

Under this plan, the bar owner simply leases the equipment and the payments are taken out of the juke box or amusement machines which Border-Sunshine Novelty Company is operating in the same spot. Or, if the machine is purchased outright—either a multiple-flavor dispenser for high-volume production of drinks, an ice cuber, etc.—the payments are deducted from the phonograph.

In both instances, Snodgrass has gotten exceptional co-operation from locations owners who are happy with the idea, and energetically push juke box music to make the payments go faster.

**Penn. Assn. Votes SORD Affiliation; Waldhorn Speaks**

PHILADELPHIA — The Pennsylvania Association of Record Dealers has voted to affiliate itself with the national dealer organization, the Society of Record Dealers of America (SORD). The decision was reached at a meeting of the local group here Tuesday evening (27).

Prior to the passage of the motion for SORD affiliation, Pennsylvania Association president, Nate Fischer, who operates the Record Mart stores here, introduced Joe Waldhorn, of Fulton, N. Y. Waldhorn, a board member of SORD, represented the national group and outlined its aims, purposes and accomplishments.

It was decided that 60 per cent of the annual dues of \$25 per member would be henceforth turned over to SORD. Later, Fischer said that his group would also run various annual fund-raising affairs, the proceeds of which would be turned over to SORD.

**Seeburg Distributors**

• Continued from page 41

Auyer, vice-president in charge of background music.

Distributors attending were: Lou Wolcher, president of Advance Automatic Sales Co., San Francisco; Phil Greenberg, Atlas Music Co., Pittsburgh; Al Wertheimer, Davis Distributing Co., Syracuse; Robert Romig, Davis Distributing Co., Buffalo; Harry Wertheimer, Davis Distributing Co., Albany, N. Y.; Nathan Solow and Zavin Hovsepain, Eastern Distributing Co., Baltimore; Marvin Stein and Bill Adair, Eastern Music Systems, Philadelphia; George Sammons, Sammons-Pennington Co., Memphis.

H. A. Franz, H. A. Franz &amp; Co., Houston; G. A. Snyder and Frank Martin, Martin &amp; Snyder Co., Dearborn, Mich.; Walter Waldman, S. L. Stiebel Co., Louisville; Simon Wolfe, Wolfe Distributing Co., Jacksonville, Fla.; and Earl Chattem, Wolf Distributing Co., New Orleans.

The meeting ended with cocktails and a steak dinner.

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# How Runyon Succeeded in Export Field

Continued from page 35

and Honduras. Half of the pieces were juke boxes and the remainder games, and that ratio has held up pretty much during the last two years.

One of the first things Sugerman learned in the export operation is that a coin machine exporter cannot be expected to master all phases of the operation. Runyon relies heavily on experts.

Take packing for example. An outside packer, specializing in the export market, crates all Runyon equipment and for foreign markets. The average piece costs \$20 a pack, but it pays off. Equipment arrives undamaged, and the little extra required to pay a professional packer pays off in repeat orders.

## Packing Policy

Whether a piece goes in carton or crate depends on the country of designation and the type of equipment. A jingo game to Belgium, for example, will be shipped in a carton. The type of handling the game would get at a port like Antwerp makes carton packing a pretty good risk.

On the other hand, a juke box to South America would probably be crated. As most South American port workers aren't too familiar with the handling of juke boxes, shipping by carton is just too hazardous.

According to Sugerman, the most important specialist coin machine exporter can call in is the freight forwarder.

## Freight Forwarder

In Runyon's case, the forwarder is D'Amato Freight Forwarding of New York. Tony D'Amato, who handles the Runyon account, is a professor of international trade at Seton Hall University as well as a partner in the family business.

A good freight forwarding agent makes the job easy for the exporter. He recommends the type of packing required for a specific shipment; he takes care of all the shipping papers; he gives advice on letters of credit, and, in the case of O'Amato, he handles financing by acting as a factoring house.

While Sugerman has a good working knowledge of international trade, he realizes that a good freight forwarder knows more about the subject than he does.

## Credit Policy

Runyon never ships entirely by sight draft. Most equipment moves only on an irrevocable letter of credit. On established accounts, an irrevocable letter of credit covering half the amount, with the balance on sight draft has proved workable.

Runyon ships equipment in two categories—"as-is-complete" and "reconditioned."

"As-is-complete" equipment has been checked to make sure it is in working condition and that all parts are there. "Reconditioned" equipment is torn down, checked out, cleaned up, repainted and refinished, and put together. It's in top shape when it leaves the shop.

As a rule, reconditioned equipment will go to countries where part replacement and shop facilities are meager. They will go to places where the operator will be in serious trouble if a major breakdown takes place.

In the more sophisticated countries—Belgium, Holland, Germany, etc.—as-is equipment will normally suffice. If parts or repairs are needed, no great problem is presented.

## Language Requirements

The ability to read and write in foreign languages is a tremendous asset for the coin machine exporter. Sugerman speaks fluent Spanish and can get by in German and Italian. French correspondence is handled by Mildred Bergman in the bookkeeping department. One of the mechanics can translate Hebrew and Arabic. John Kostopoulos, the accountant, takes care of all correspondence from Greece. And Hans Vandendop, the shop foreman, is fluent in Dutch and Flemish.

Vandendop is a key man in the export operation. He has been in this country only 14 months, and he handles a crew of 25 shop men who get both domestic and overseas equipment in shape.

Before he came here, Vandendop worked for Hamermson Amusements in The Hague, Netherlands. There, on the receiving end, he had opportunity to observe the mistakes made by American coin exporters.

## Packing Important

Improper packing, for example, often had caused needless damage to equipment which was in good shape when it left the States. While the foreign buyer usually put up an irrevocable letter of credit, there was no way he could stop payment on the order. But, on his next purchase he sought a different source of supply.

Other machines were shipped without spare parts kits. Some exporters failed to fulfill their orders.

Vandendop feels that by taking a few extra and relatively inexpensive precautions, the American exporter can do a lot to insure repeat business.

## Worth the Time

For example, it takes only a couple of minutes to clean up the cabinet of an "as-is-complete" machine. Yet the impression a European buyer gets from a clean machine is quite different from the one he gets from a filthy one. It only takes a few seconds to tie down the tone arm

on a phonograph. This simple precaution can mean the difference between a machine which arrives in operating condition and one which does not.

Little things like this mean the difference between one-shot and reorders.

## Simple Rules

Sugerman has a few simple rules for the conduct of an export business. They are:

1. Do not send mimeographed price lists overseas. Send personal letters to each customer, with the prices indicated in the letter. Make the buyer realize that he is considered a valued customer, not just a name on a mailing list.

2. Reply in his language. The customer is doing you the favor—extend him the courtesy of using his language, don't make him use yours.

3. Even with modern air-mail service, it still takes time for a letter to reach an overseas destination. And the overseas buyer is generally in a hurry. REPLY TO ALL LETTERS THE SAME DAY.

4. Use a freight forwarder. You'll save the customer money, as goods will be shipped the least-expensive way. And you'll also have less confusion with regard to duties and freight charges.

## Cable Address

Sugerman also recommends getting a registered cable address, so the foreign purchaser doesn't have to list the full name or address on cables.

How good is the foreign market? Sugerman, who has made a couple of overseas trips to take stock, makes the following general observations:

There is no doubt that what once was the prime market—Belgium—is fairly well saturated. At one time, when Europe was snapping up American coin products, Belgium was the clearing house for U. S. exporters. World economics have changed.

## New Sources

For example, Africa and South America, once not too important in the export picture, are beginning to shape up. Sales to West Germany are off, but orders are coming in from such unlikely places as Finland.

Some 60 per cent of Runyon's export business still goes to Europe, but Africa, South America and Asia are cutting into that percentage.

Sugerman believes that U. S. coin machine firms in the export business had better cease relying on the established markets exclusively and do a little pioneering. The business is there for the exporter aggressive enough to seek it out.



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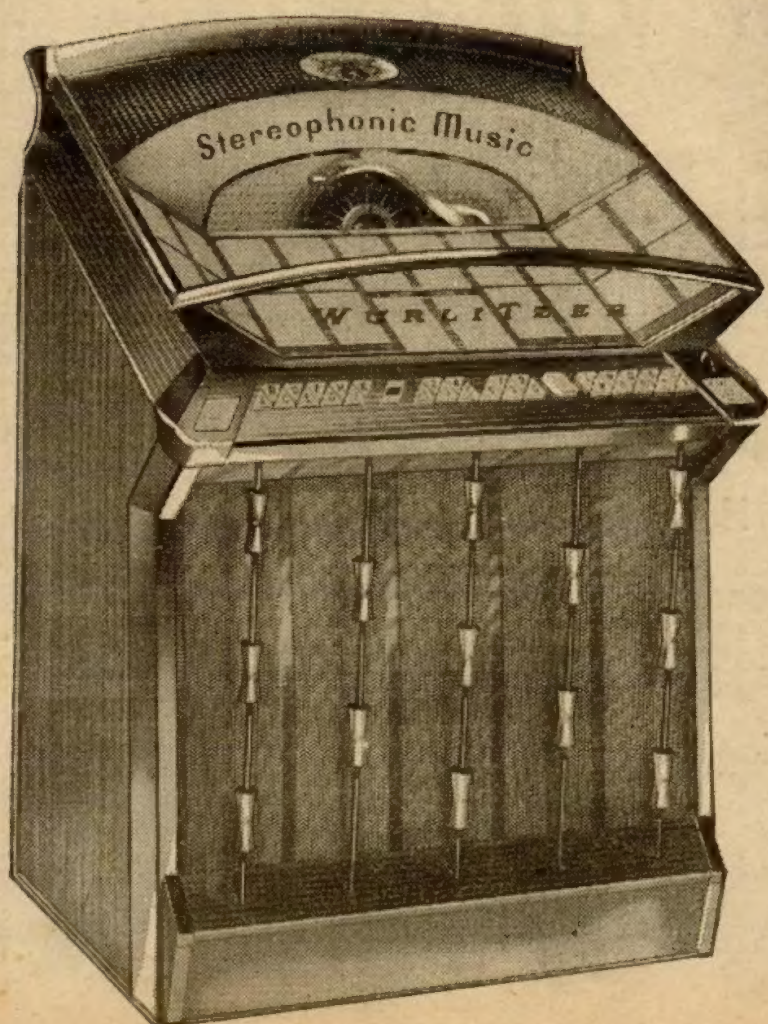
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